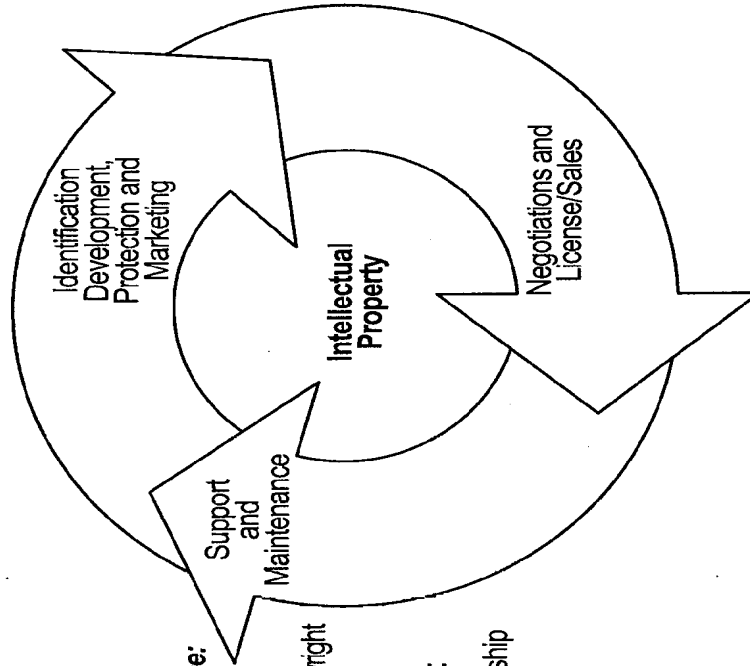


REPLACEMENT SHEET

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Continuous Intellectual Property Process



I. Identification, Development, Protection and Marketing:

- Identification:
 - Identify new intellectual property (inventions, technology, ideas, brands)
 - Identify potential marketing opportunities
- Development:
 - Develop inventions, technology, ideas for IP protection
 - Develop marketing sales channels
- Protection:
 - Protect IP with patents, copyrights, trade secrets, trademarks
 - Protect with Non-Disclosure Agreements
- Marketing:
 - Market & competitive analysis
 - Financial analysis

II. Negotiations and License/Sales:

- IP Negotiations (e.g., with customers, government agencies)
- License/Sales Initiation
 - Contact vendors
 - Contact end users
- Contract development, negotiation and completion

III. Support and Maintenance:

- Internal reward and recognition programs
- IP protection and policing:
 - Patent, trademark, copyright trade secret, portfolio management
 - Policing IP
- Relationship Management:
 - Internal Entities
 - External Sales Partnership and End Users
- Royalty Management
- Quality Standards Management

October 1999

Fig. 1

REPLACEMENT SHEET

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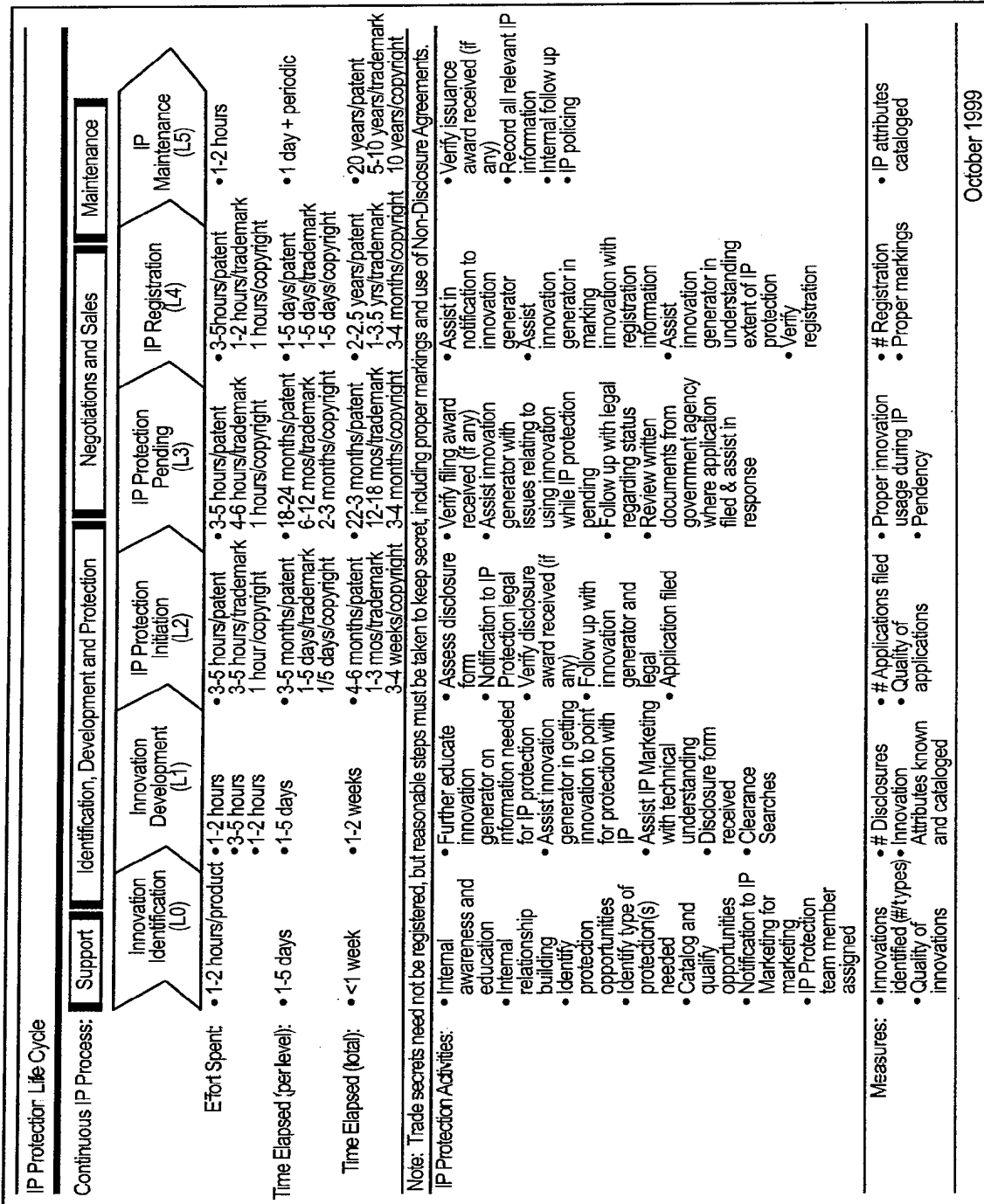


Fig. 2

REPLACEMENT SHEET

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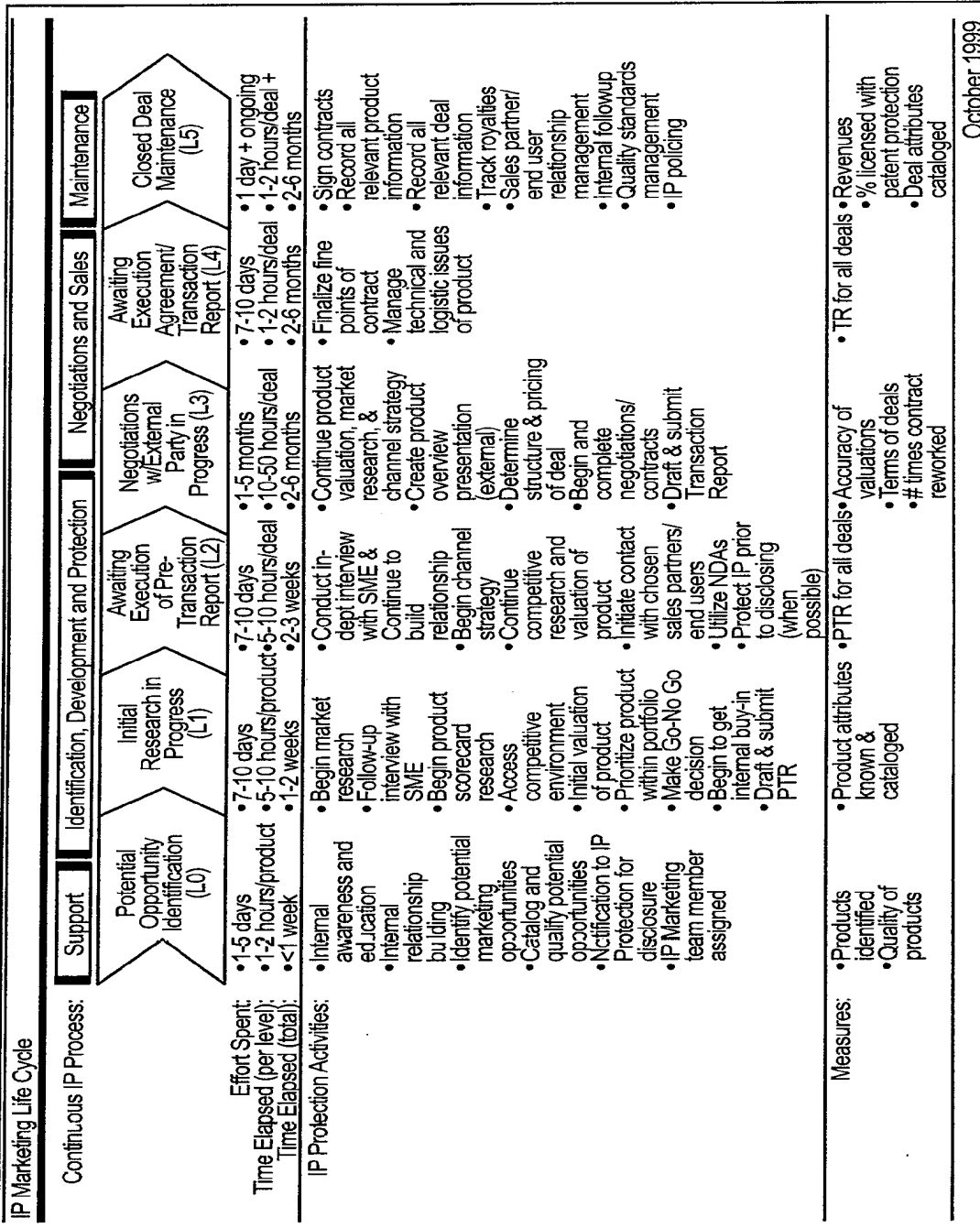


Fig. 3

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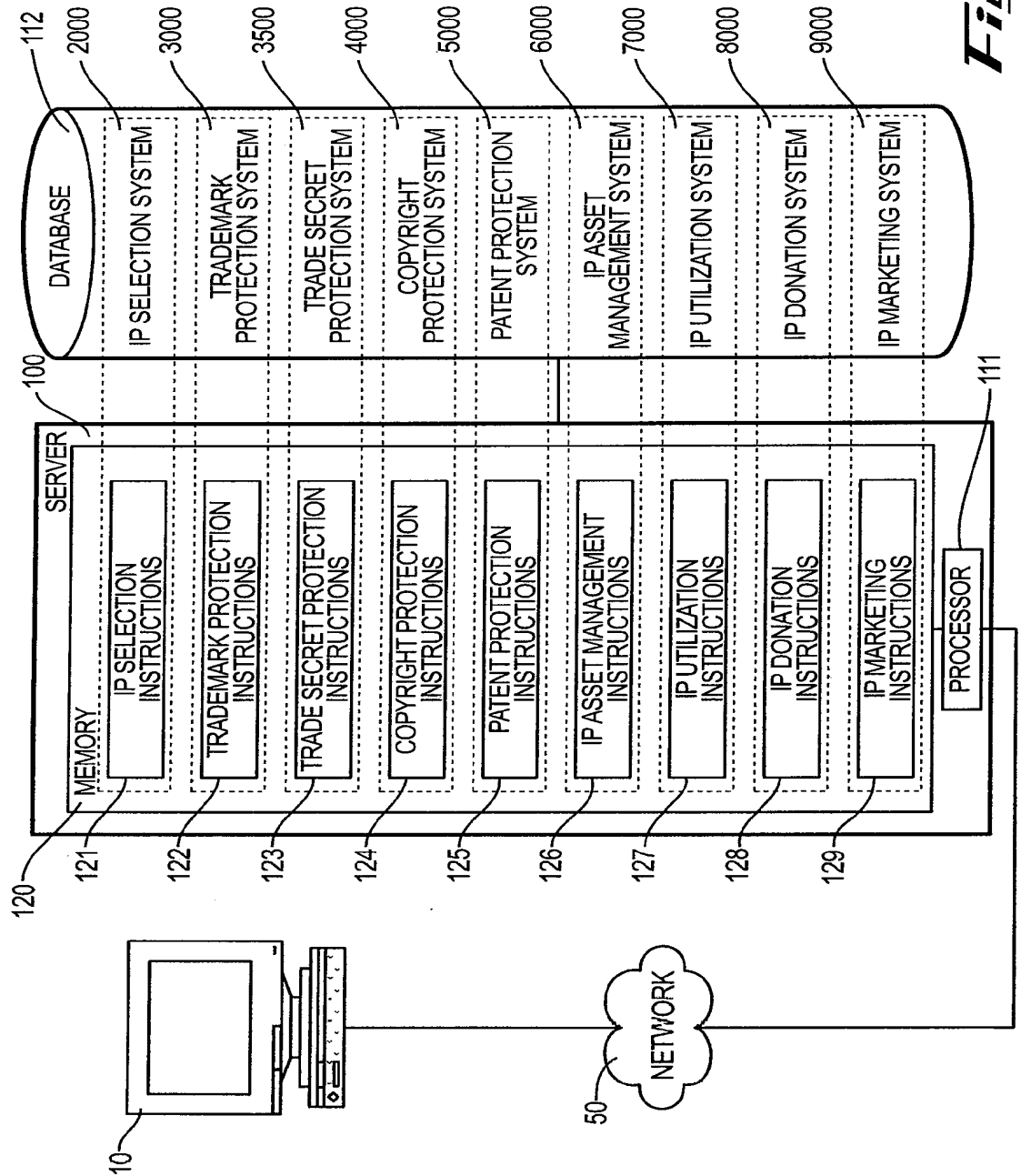


Fig. 4

REPLACEMENT SHEET

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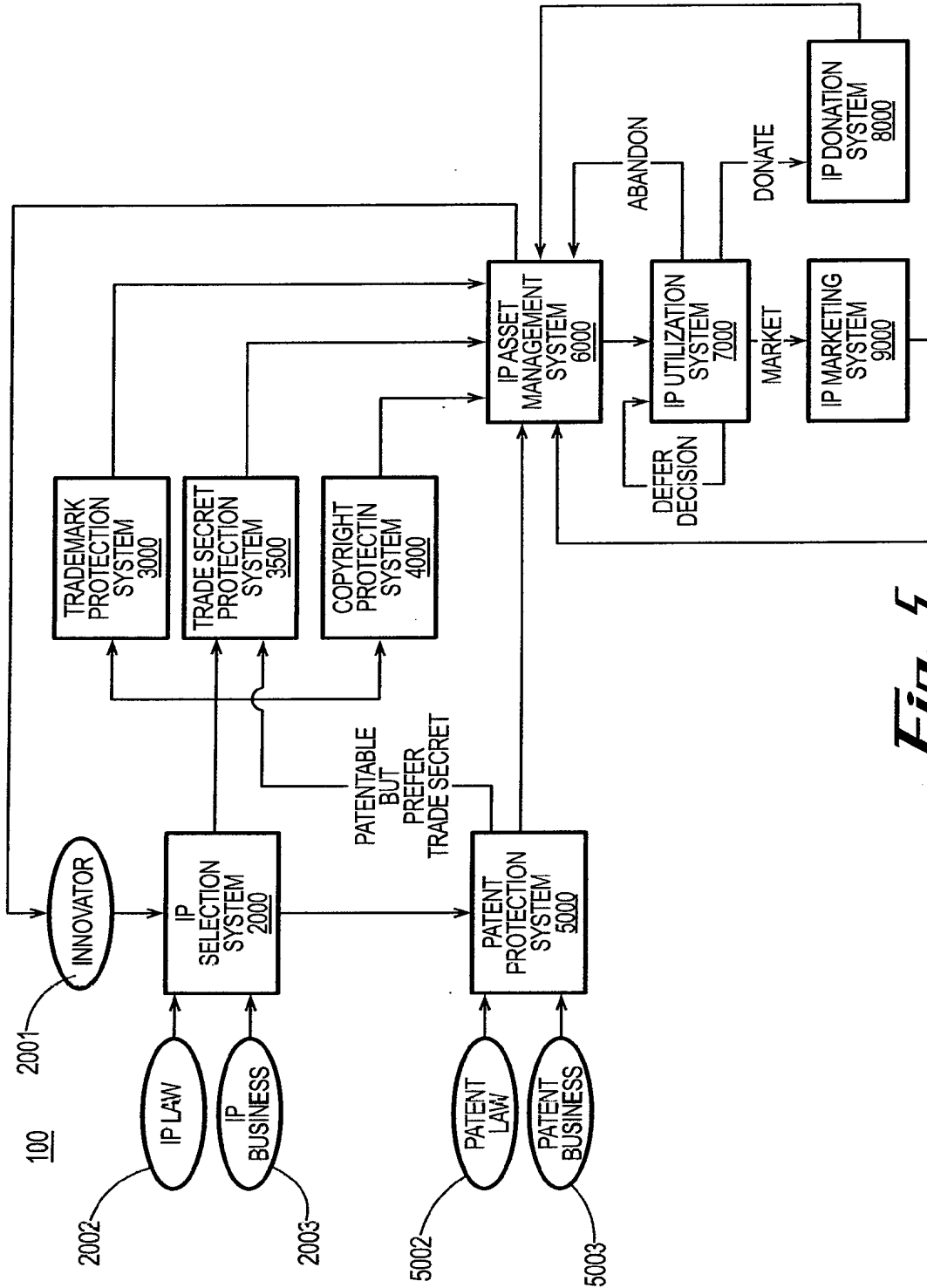


Fig. 5

REPLACEMENT SHEET

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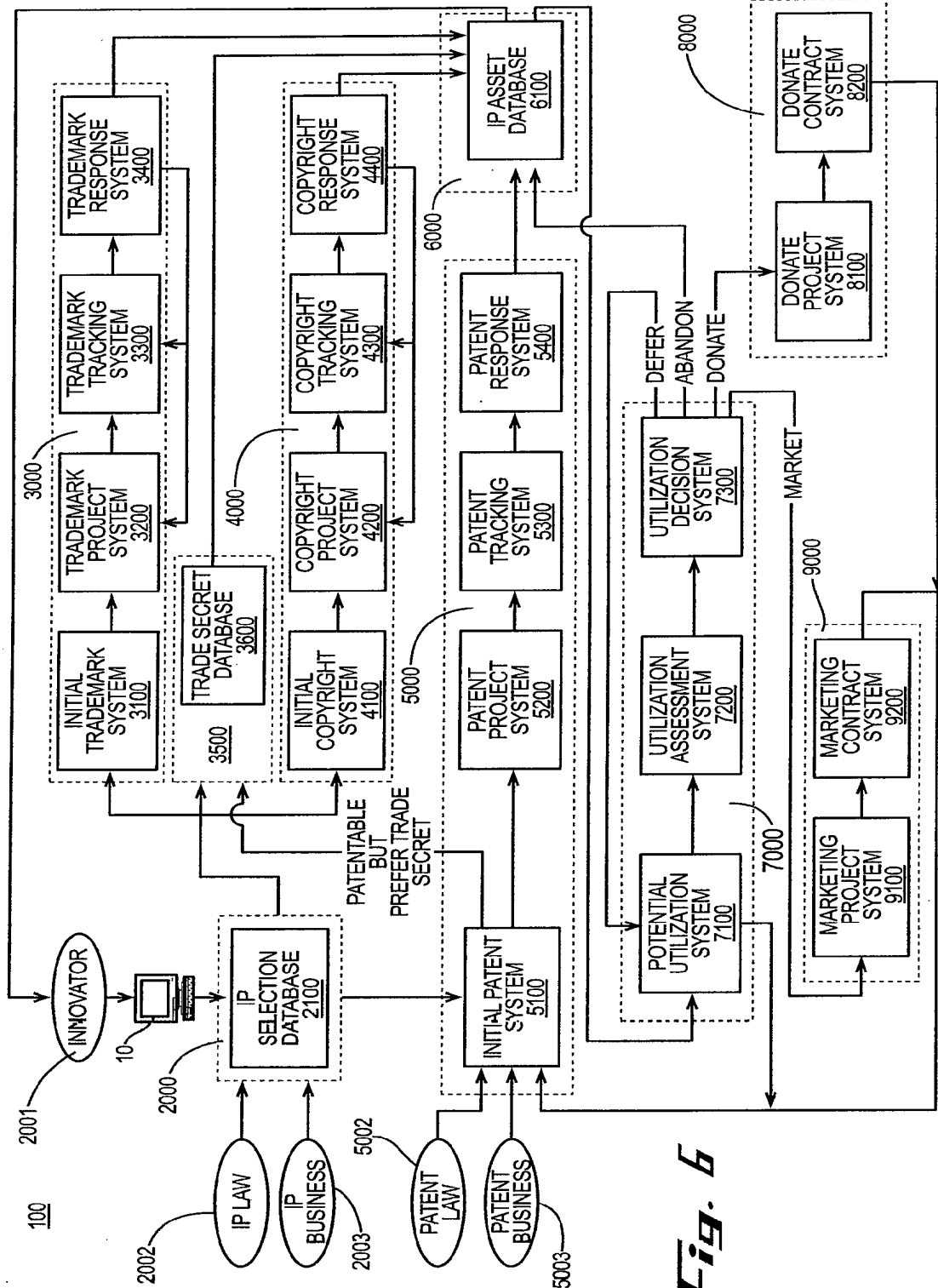
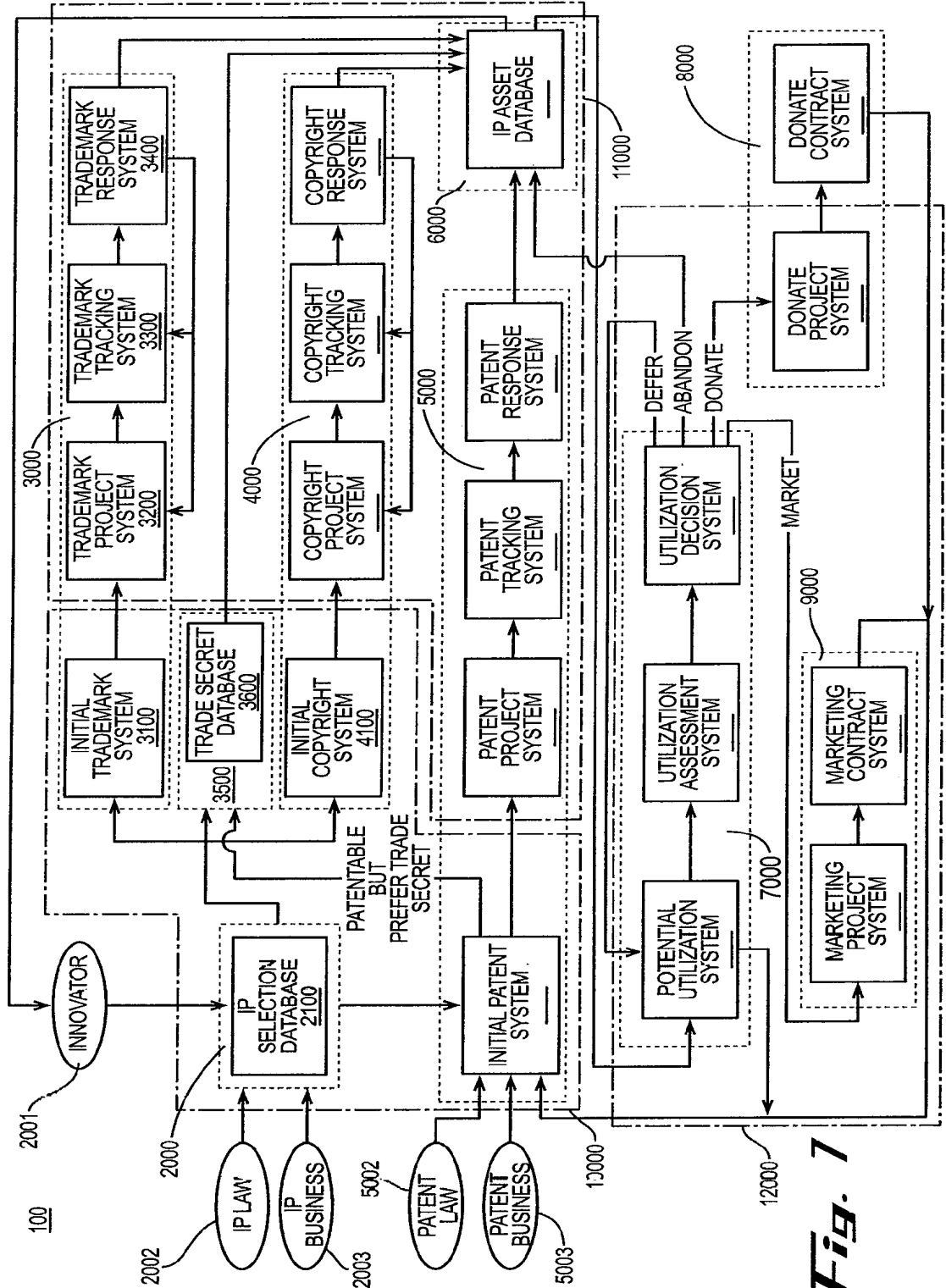
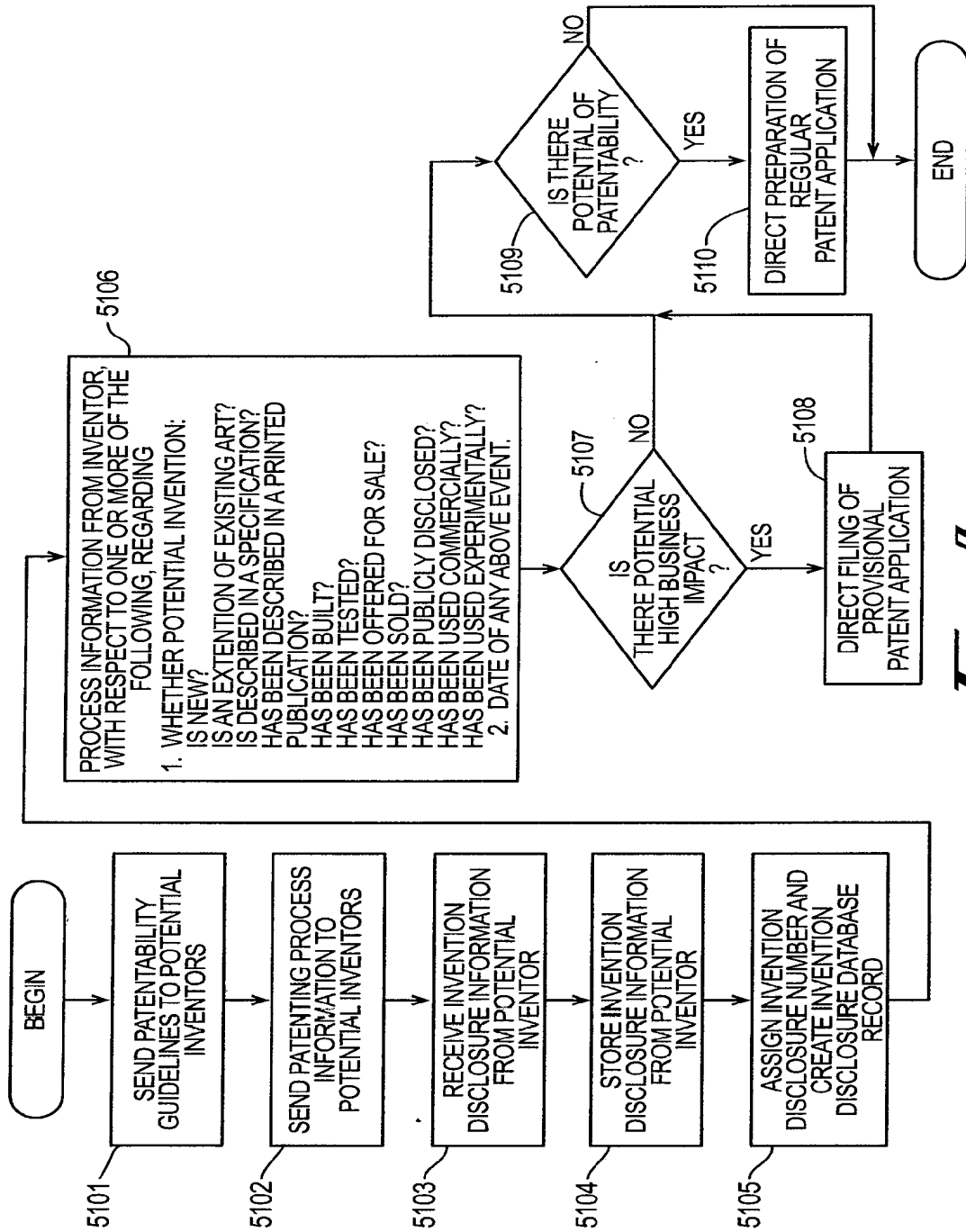


Fig. 6

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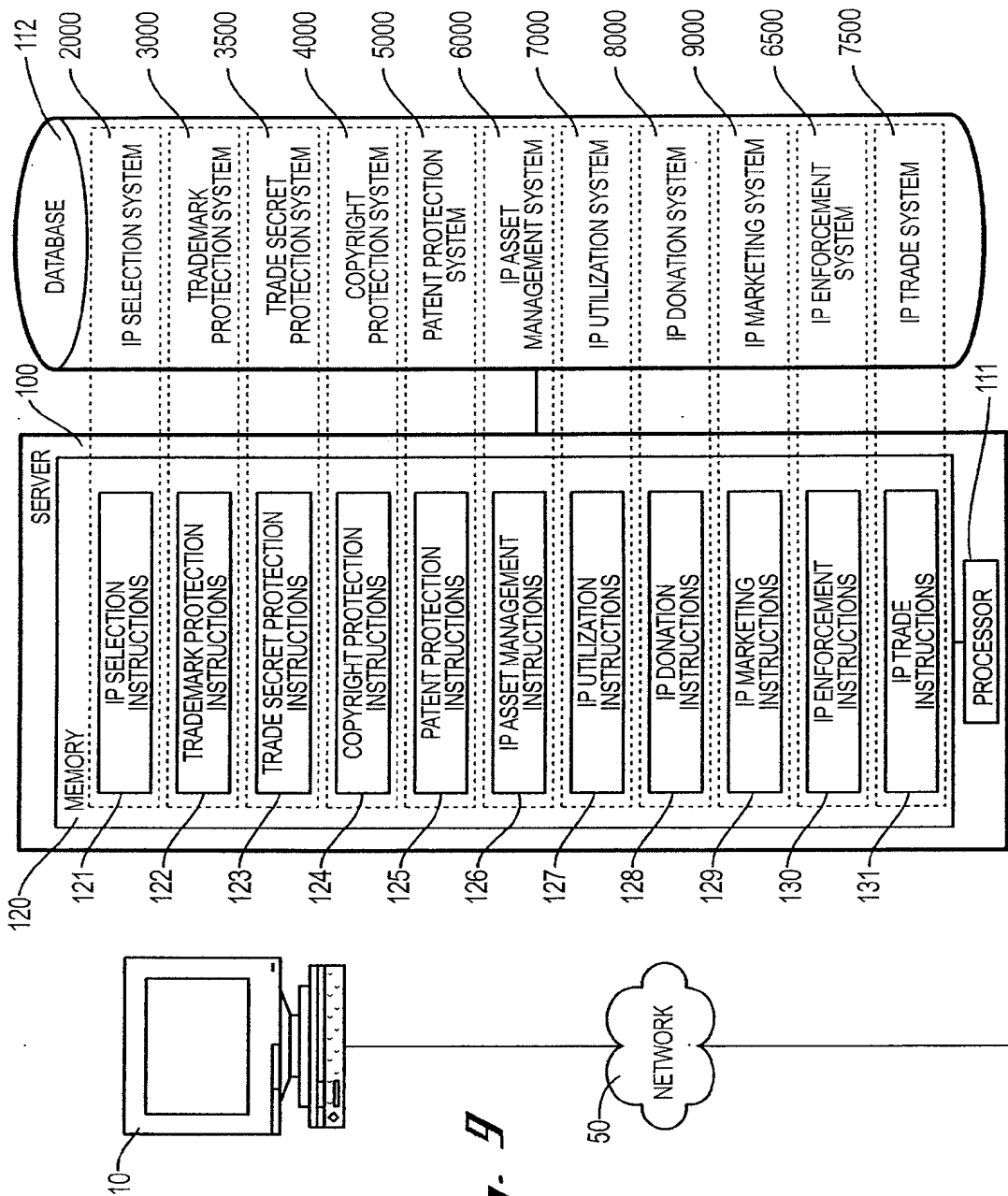


Fig. 9

REPLACEMENT SHEET

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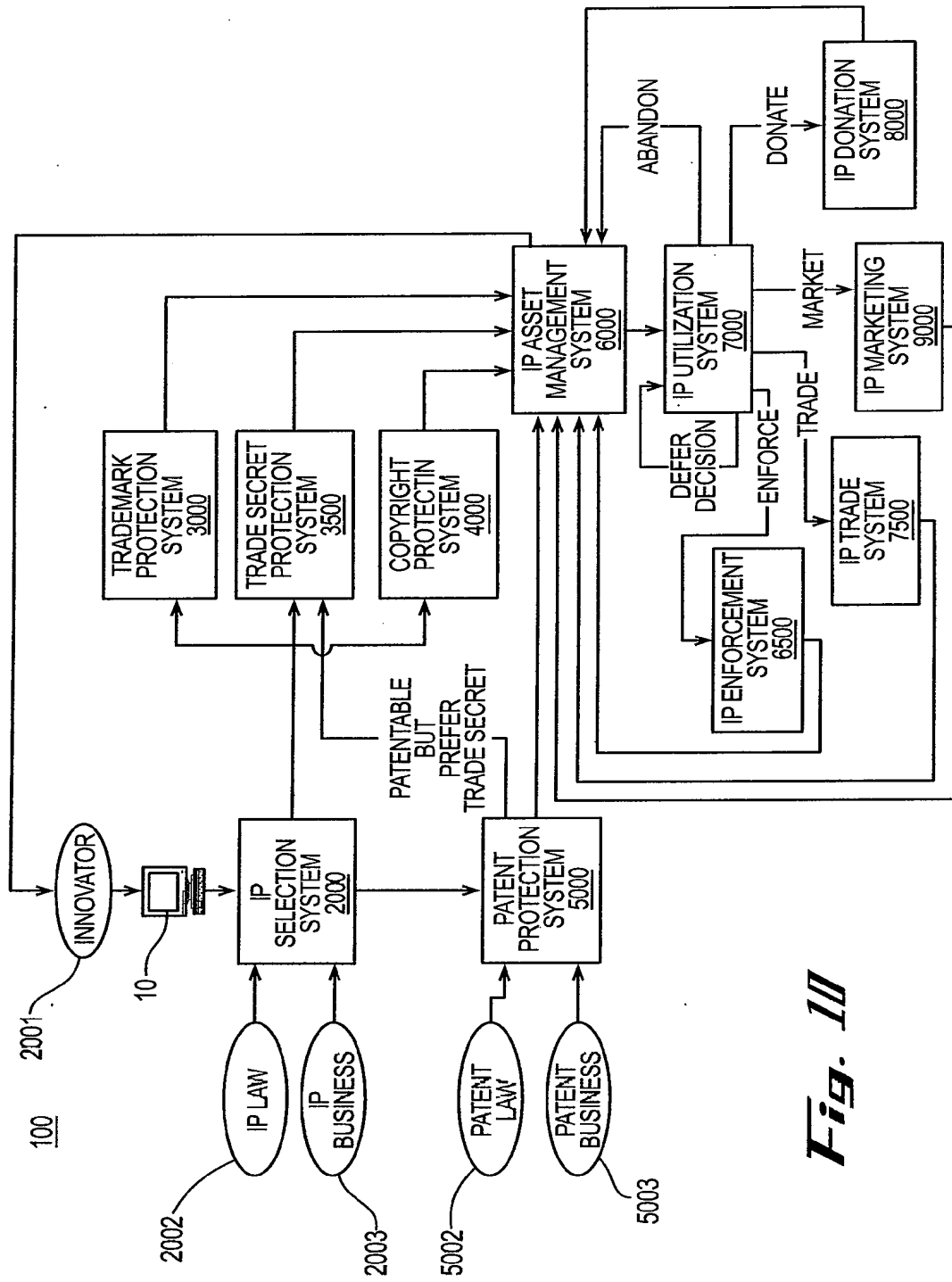


Fig. 100

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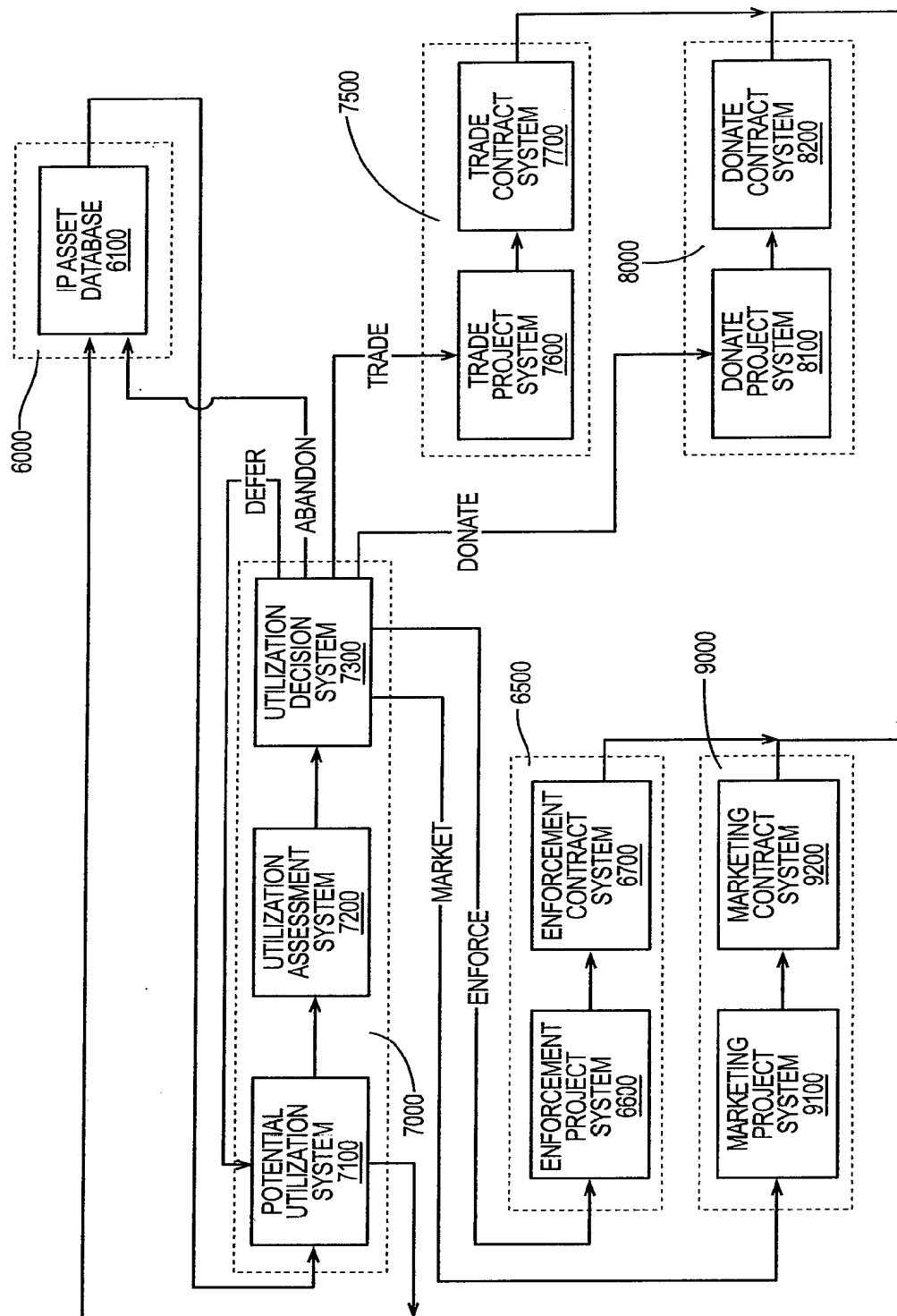


Fig. 12

REPLACEMENT SHEET

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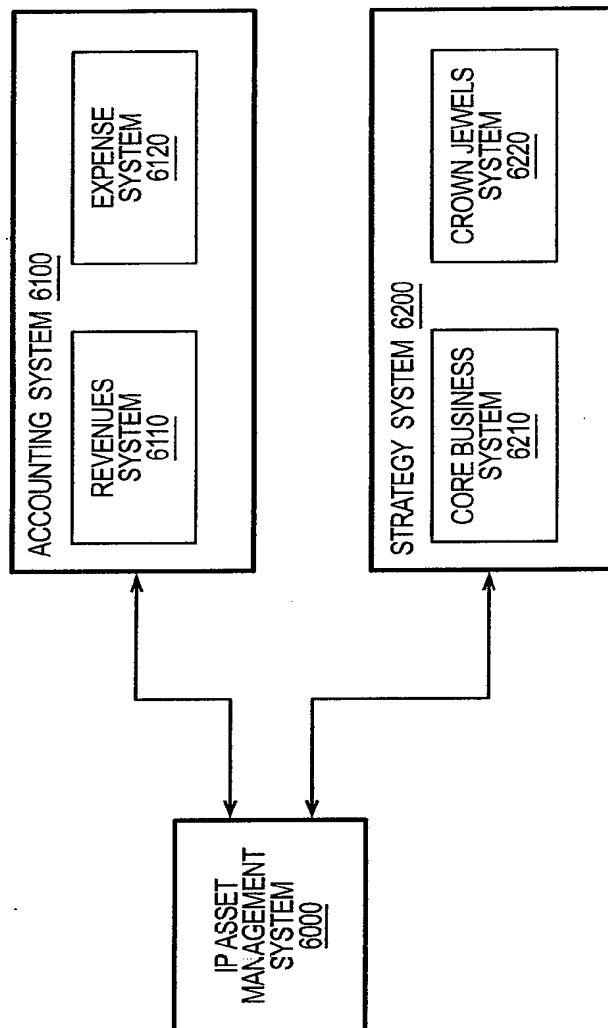


Fig. 13

REPLACEMENT SHEET

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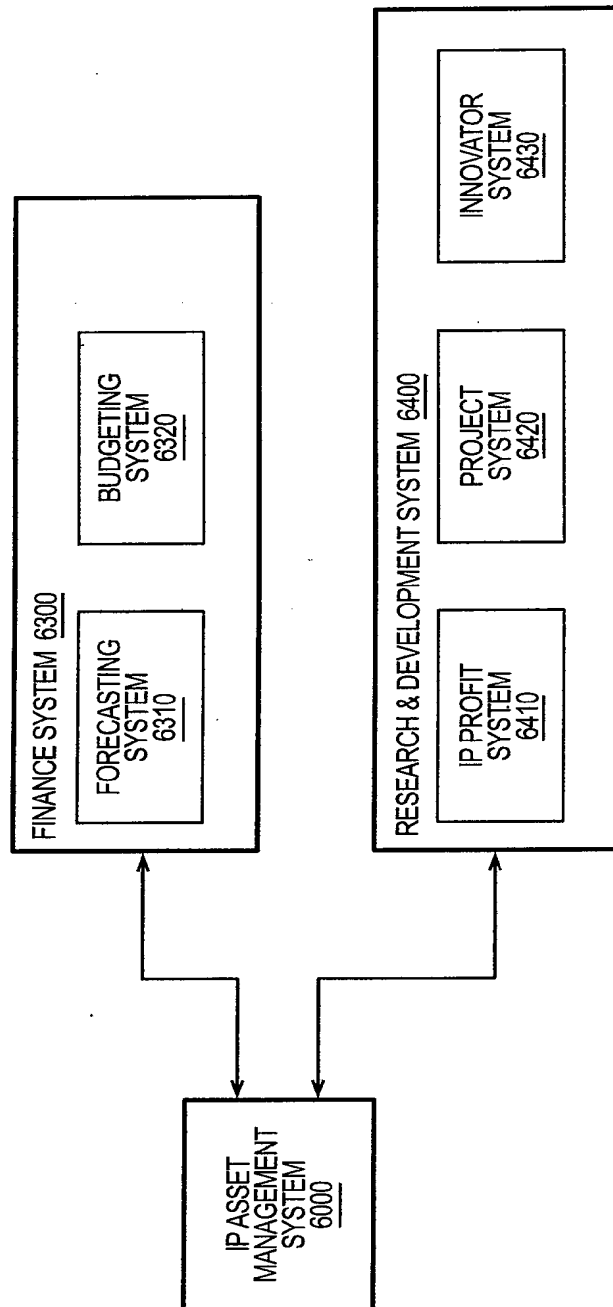


Fig. 14

REPLACEMENT SHEET

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	PRODUCT	B/U	LEAD	L1	L2	L3	L4	L5	L6	TR APPROVAL	EXECUTE CONTRACT	SETUP CONTRACT	AUDIT CONTRACT	GOAL	\$	%
1	PRODA	BUB	X						42					2001	3.5M	0.5
2	PRODB	BUC	Z										45	4Q 00	1M	0.9
3	PRODC	BUA	Z				35							4Q 00	3.5M	0.25
4	PRODD	BUA	Y					35						4Q 00	3.5M+	0.5
5	PRODE	BUD	X					35						4Q 00	3.5M	0.5
6	PRODF	BUE	W					35								
7	PRODG	BUD	W		35											
8	PRODH	BUC	X					35						2001	500K	
9	PRODI	BUE	Z						35					2001		
10	PRODJ	BUE	X					40						2001	5M	0.33
11	PRODK	BUB	W								47			2001	6M	0.9
12	PRODL	BUD	Y	31X										---	---	---
13	PRODM	BUB	Y					35								
14	PROD N	BUA	W				38							2001		
15	PRODO	BUC	Y	36X										---	---	---
				INITIAL RESEARCH	MARKET RESEARCH	PTR APPROVAL	MARKET PLAN	SELL	NEGOTIATE	TR APPROVAL	EXECUTE CONTRACT	SETUP CONTRACT	AUDIT CONTRACT			

Fig. 15

Fig. 15

REPLACEMENT SHEET

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	PRODUCT	BU	LEAD	L1	L2	L3	L4	L5	L6	L7	L8	L9	L10	GOAL	\$	%
1	PRODF	BUE	W													
2	PRODG	BUD	W		35											
3	PRODK	BUB	W								47			2001	6M	0.9
4	PROD N	BUA	W				38							2001		
5	PRODA	BUB	X						42					2001	3.5M	0.5
6	PRODE	BUD	X					35						4Q 00	3.5M	0.05
7	PRODH	BUC	X					35						2001	500K	
8	PROD J	BUE	X					40						2001	5M	0.33
9	PRODD	BUA	Y					35						4Q 00	3.5M+	0.5
10	PRODL	BUD	Y	31X										—	—	—
11	PRODM	BUB	Y					35								
12	PRODO	BUC	Y	36X										—	—	—
13	PRODB	BUC	Z										45	4Q 00	1M	0.9
14	PRODC	BUA	Z				35							4Q 00	3.5M	0.25
15	PRODI	BUE	Z						35					2001		
				INITIAL RESEARCH	MARKET RESEARCH	PTR APPROVAL	MARKET PLAN	SELL	NEGOTIATE	TR APPROVAL	EXECUTE CONTRACT	SETUP CONTRACT	AUDIT CONTRACT			

Fig. 16

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	PRODUCT	BU	LEAD	L1	L2	L3	L4	L5	L6	TR APPROVAL	EXECUTE CONTRACT	SETUP CONTRACT	AUDIT CONTRACT		
1	PROD B	BUC	Z									45	GOAL	\$	%
2	PROD K	BUB	W								47		2001	6M	0.9
3	PRODA	BUB	X						42				2001	3.5M	0.5
4	PROD I	BUE	Z				38		35				2001		
5	PROD D	BUA	Y					35					4Q 00	3.5M+	0.5
6	PRODE	BUD	X					35					4Q 00	3.5M	0.05
7	PROD F	BUE	W					35							
8	PROD H	BUC	X					35					2001	500K	
9	PROD M	BUB	Y					35							
10	PROD J	BUE	X					35					2001	5M	0.33
11	PROD C	BUA	Z					35	40				4Q 00	3.5M	0.25
12	PROD N	BUA	W				38						2001		
13	PROD G	BUD	W		35										
14	PROD L	BUD	Y	31X									—	—	—
15	PROD O	BUC	Y	36X					35				—	—	—

Fig. 17

Fig. 17

REPLACEMENT SHEET

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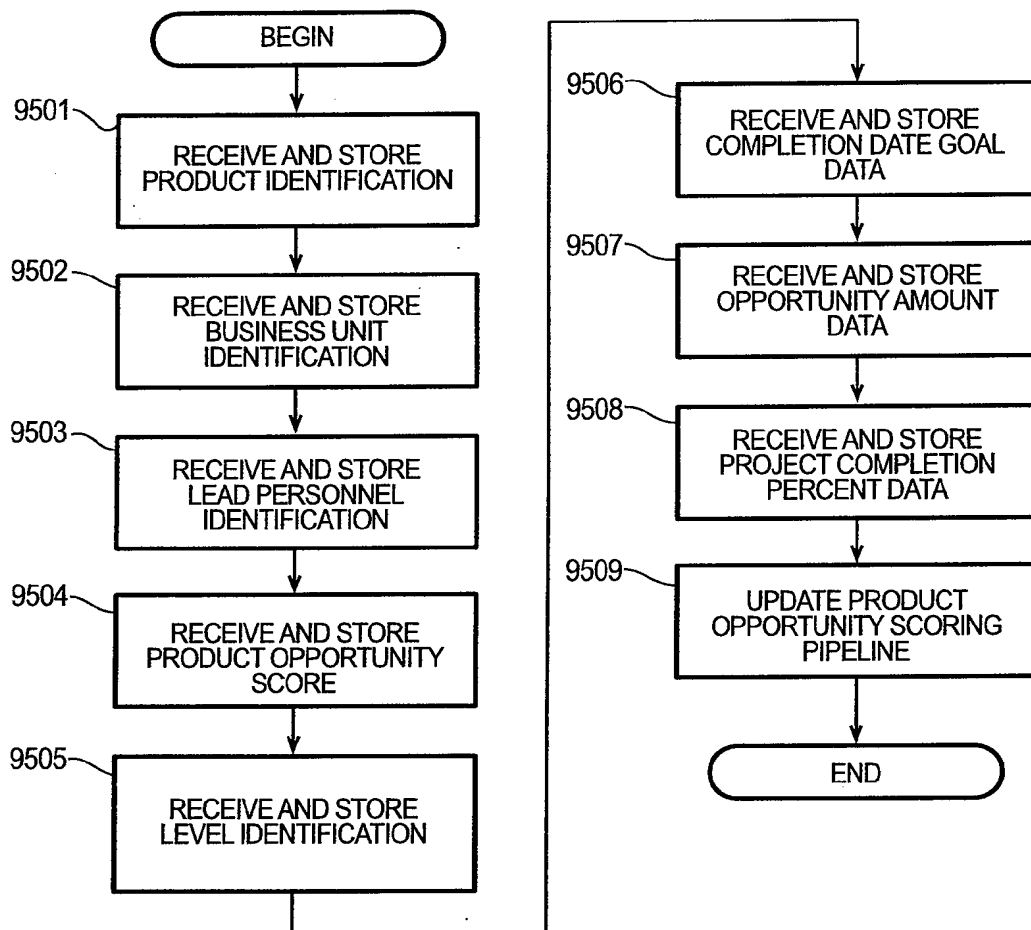


Fig. 1B

REPLACEMENT SHEET

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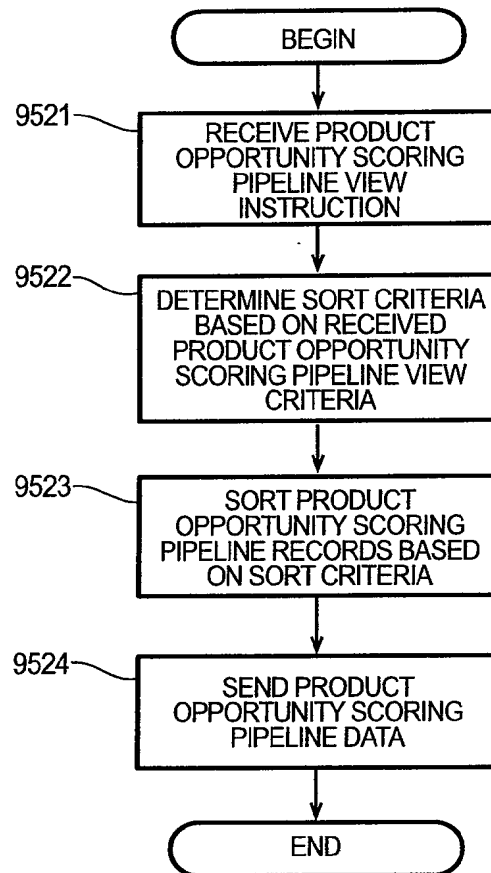


Fig. 19

REPLACEMENT SHEET

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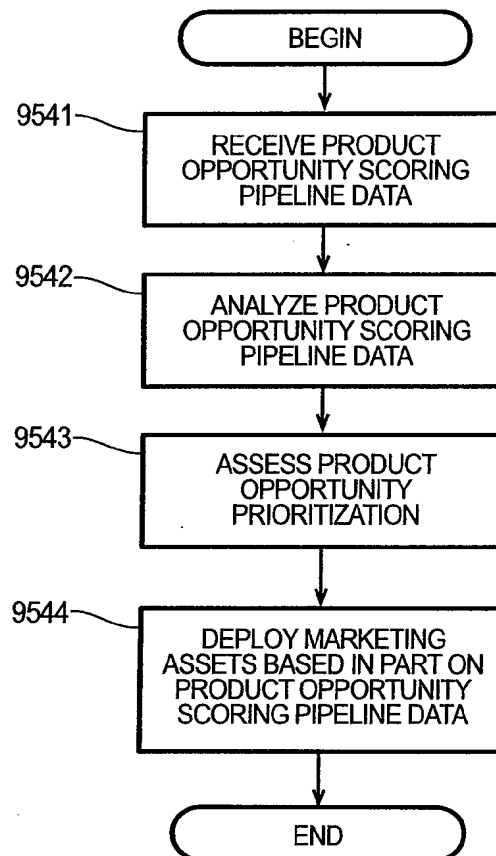


Fig. 20

REPLACEMENT SHEET

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Intellectual Property Development, Marketing and Maintenance Database System		
IP Marketing Database - Tables		
Table		Description
Companies		Table of companies
Marketing Opps		Table of IP marketing opportunities
IP Marketing Database - Companies Table		
Field Name	Data Type	Description
Formal Name	Text	Mailstop
IP Marketing Database - Marketing Opps Table		
Field Name	Data Type	Description
Opp #	AutoNumber	
Status	Text	
Estimated Mktg Date	Date/Time	
Product/Project Name	Text	
Product Group	Text	
Product Type	Text	
Type of IP Involved	Text	
BellSouth Entity	Text	
BellSouth Contacts	Memo	
BIPMAN Contact1	Text	
BIPMAN Contact2	Text	
BIPMAN Contact3	Text	
BIPMAN Contact4	Text	
Mktg Participant Name	Text	
Mktg Participant Address1	Text	
Mktg Participant Address 2	Text	
Mktg Participant City, State	Text	
Mktg Participant Contacts	Memo	
Mktg Participant Type	Text	
Deal Size	Text	
Estimated Deal Range	Text	
Estimated Deal Value	Text	
Priority	Text	
Description of Opportunity	Memo	
Background of Deal	Memo	
Financial Analysis	Memo	
Competitive Analysis	Memo	
Status of Deal	Memo	
Anticipated Timelines	Memo	
Pre-Trans Approval Person	Text	
Pre-Trans BellSouth Co	Text	
Title of Pre-Trans Approver	Text	
Date Pre-Trans Approved	Date/Time	
Final Bus Approval Person	Text	
Final Bus Approver's BellSouth	Text	
Title of Final Bus Approver	Text	
Data Final Bus Approved	Date/Time	
Final Legal Approval Person	Text	
Final legal Approver's BellSouth	Text	
Title of Legal Bus Approver	Text	

Fig. 21

REPLACEMENT SHEET

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Date Legal Bus Approved	Date/Time	
Follow-Up Date	Date/Time	
Follow-Up Needed	Memo	
Patent Status	Text	
IT Platform	Memo	
Level 1 Date	Date/Time	
Level 1 Date	Date/Time	
Level 1 Date	Date/Time	
Level 1 Date	Date/Time	
Level 1 Date	Date/Time	
Sub-entity	Text	
Top25	Yes/No	
IP Marketing Database - Queries		
Queries		Description
CoAlphaSort		
Level 0 WIP Report		
Level 1 WIP Report		
Level 2 WIP Report		
Level 3 WIP Report		
Level 4 WIP Report		
Level 5 WIP Report		
Marketing Opps Query		
Most Recent New Deals		
Opportunity Summaries - Specify 1 Entity Only		
Report by Entity-Specify 1 Entity Only		
Top 25 Report		
IP Marketing Database - Forms		
Forms		Description
Marketing Opps		
IP Marketing Database - Reports		
Reports		Description
Deal Overview by Vendor		
Level 0 WIP Report		
Level 1 WIP Report		
Level 2 WIP Report		
Level 3 WIP Report		
Level 4 WIP Report		
Level 5 WIP Report		
Most Recent New Deals		
Opportunity Summaries - All		
Opportunity Summaries - Specify 1 Entity Only		
Report by Entity - All		
Report by Entity - Specify 1 Entity Only		
Sales Funnel by Status		
Sales Funnel Tracking by Date		
Top Deals Report		

Fig. 22

REPLACEMENT SHEET

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Contract Tracking Database - Tables		
Tables		Description
Agreement Types		
Companies		
Contracts Listing		
Contract Tracking Database - Agreement Types Table		
Field Name	Data Type	Description
ID		
Agreement Types		
Description		
Contract Tracking Database - Agreement Types Table		
Field Name	Data Type	Description
ID		
Field1		
Contract Tracking Database - Contracts Listing Table		
Field Name	Data Type	Description
ID	AutoNumber	
First Party	Text	
Second Party	Text	
Third Party	Text	
Effective Date	Date/Time	
Termination or Renewal Date	Date/Time	
Termination/Renewal Terms	Memo	
Confidentiality Period?	Text	
Executed Copy on File?	Text	
Location of Original	Text	
Additional Comments	Memo	
Agreement Type	Text	
Executed Contract Image	Hyperlink	Link to scanned image of signed original agreement
Other Document Image	Hyperlink	Link to scanned image of signed original agreement
Transaction Report Image	Hyperlink	Link to scanned image of signed original agreement
Affiliate Involved	Text	
Transaction Type	Text	
Types of IP Involved	Text	
Frequency of payment	Text	
Payment/Royalty Due Date	Date/Time	
Additional Payment Terms	Text	
Amount Due	Text	
1999 YTD Payments	Currency	
2000 YTD Payments	Currency	
2001 YTD Payments	Currency	
2002 YTD Payments	Currency	
2003 YTD Payments	Currency	
IP Type 1	Text	
IP Type 2	Text	
IP Type 3	Text	
IP Type 4	Text	
IP Type 5	Text	
Project Name	Text	
Contract Tracking Database - Queries		
Queries		Description

Fig. 23

REPLACEMENT SHEET

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Company Alpha Order		
Unexecuted Agreements		
Contract Tracking Database - Forms		
Forms		Description
Contracts Listing		
Contract Tracking Database - Reports		
Reports		Description
Unexecuted Agreements		

Fig. 24

REPLACEMENT SHEET

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Innovation Awards Database - Tables		
Tables		Description
Awards		
Company Addresses		
ESP Coordinators		
IP Coordinators		
Innovation Awards Database - Awards Table		
Field Name	Data Type	Description
Key #	AutoNumber	Unique Key
Award #	Text	Award ID#
LegalCaseNo	Text	Legal Dept. Case No
Greeting	Text	Mr., Ms., Dr. etc.
FullName	Text	Recipient's Full Name
CompanyName	Text	Company Name
BusAdr1	Text	Mailstop
BusAdr2	Text	Street Address
City	Text	City
State	Text	State
ZipCode	Text	Zip
Phone#	Text	Business Phone
FAX#	Text	Business FAX
IP ID#	Text	Name of IP Coordinator
SupvGreetings	Text	Mr., Ms., Dr. etc.
SupervisorName	Text	Supervisor's Name
SupvBusAdr1	Text	Supervisor's Mailstop
SupvBusAdr2	Text	Supervisor's Street Address
SupvCity	Text	Supervisor's City
SupvState	Text	Supervisor's State
SupvZipCode	Text	Supervisor's Zip
DHGreeting	Text	Mr., Ms., Dr. etc.
DeptHead	Text	Name of Department Head
DHBusAdr1	Text	Department Head Mailstop
DHBusAdr2	Text	Department Head Street Address
DGCity	Text	Department Head City
DHState	Text	Department Head State
DHZipCode	Text	Department Head Zip
Disclosure Received by Legal	Text	Date Disclosure Received by Legal
Disclosure Received by BIPMAN	Text	Date Disclosure Received by BIPMAN
Letter & Gift Sent to Inventor	Date/Time	Date Letter and Gift Sent to Inventor
Date Application Filed	Date/Time	Date Application Filed
Date BIPMAN Notified of Filing	Date/Time	Date BIPMAN Notified by Legal
Filing Award Request sent to IPC	Date/Time	Date Payment Request Sent to IP Coordinator
Filing Awd Payment Conf Rec'd	Date/Time	Confirmation of Payment to Inventors Rec'd
Filing Award Recognized at Luncheon	Date/Time	Date Award was Recognized at Inn. Awds. Banquet
Date Application Issued	Date/Time	Date Application Issued
US Patent Number	Text	US Patent Number
Date BIPMAN Notified of Filing	Date/Time	Date BIPMAN Notified by Legal
Issuance Award Request sent to IPC	Date/Time	Date Payment Request Sent to IP Coordinator
Iss Awd Payment Conf Rec'd	Date/Time	Confirmation of Payment to Inventors Rec'd
Iss Award Recognized at Luncheon	Date/Time	Date Award was Recognized at Inn. Awds. Banquet
Date 5th Patent Issued	Date/Time	Date Application Issued
US Patent Numbers	Text	US PATENT Numbers for 5 Issued Patents

Fig. 25

REPLACEMENT SHEET

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Date BIPMAN Notified of Inv Ach Awd	Date/Time	Date BIPMAN Notified by Legal
Inv Ach Award Request sent to IPC	Date/Time	Date Payment Request Sent to IP Coordinator
Inv Ach Awd Payment Conf Rec'd	Date/Time	Confirmation of Payment to Inventors Rec'd
Inv Ach Award Recognized at Luncheon	Date/Time	Date Award was Recognized at Inn. Awds. Banquet
Date General Award Appl Rec'd	Date/Time	Date Application Filed
General Award Request sent to IPC	Date/Time	Date Payment Request Sent to IP Coordinator
General Awd Payment Conf Rec'd	Date/Time	Confirmation of Payment to Inventors Rec'd
General Award Recognized at Luncheon	Date/Time	Date Award was Recognized at Inn. Awds. Banquet
Date Article Published	Date/Time	Date Application Filed
Date BIPMAN Notified of Publication	Date/Time	Date BIPMAN Notified by Legal
Rec'd Request for Release Form	Date/Time	Req. for Release Form Rec'd
Publication Award Request sent to IPC	Date/Time	Date Payment Request Sent to IP Coordinator
Confirmation of Paymnet Rec'd	Date/Time	Confirmation of Payment to Inventors Rec'd
Publ Award Recognized at Luncheon	Date/Time	Date Award was Recognized at Inn. Awds. Banquet
General Notes	Memo	Comments
Award Type	Text	Type of Award
Gift Received	Text	Gift Sent to Inventor
Disclosure Title	Memo	Title of Patent Disclosure
Application Title	Memo	Title of Patent Application
Patent Title	Memo	Title of Issued Patent
Publication Title	Memo	Title of Published Article
General Award Title	Memo	Reason for General Award
\$ Amount of General Awd	Text	\$ Amount of General Award
BellSouth Employee	Text	Still with BellSouth?
DHTitle	Text	Department Head's Title
BSCC ESP Disclosure	Text	Designates if disclosure was rec'd thru BSCC ESP Program
ESP Coordinator	Text	Esp Coordinator's Name
Innovation Awards Database - Company Addresses Table		
Field Name	Data Type	Description
CompanyName	Text	
FormalName	Text	
BusAdr2	Text	
City	Text	
State	Text	
ZipCode	Text	
Innovation Awards Database - ESP Coordinators Table		
Field Name	Data Type	Description
ESP Coordinators	Text	
Company	Text	
Market	Text	
Department	Text	
State/Region	Text	
Phone	Text	
Fax	Text	
Street Address 1	Text	
Street Address 2	Text	
City	Text	
State	Text	
ZipCode	Number	
Mail Code	Text	

Fig. 26

REPLACEMENT SHEET

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Innovation Awards Database - IP Coordinators Table		
Field Name	Data Type	Description
IP ID #	Text	IP Coordinator ID #
FullNameIPC	Text	Coordinator's Full Name
Title	Text	Mr., Ms., Dr., etc.
CompanyName	Text	Company Name
BusAdr1	Text	Mailstop
BusAdr2	Text	Street Address
City	Text	City
State	Text	State
ZipCode	Text	Zip
Phone #	Text	Business Phone
FAX#	Text	Business FAX
Innovation Awards Database - Queries		
Queries		Description
Awards Query		
By Date & IPC - Apps Filed		
By Date & IPC - Disclosures Filed		
By Date & IPC - Patents Granted		
By Date & IPC - Apps Filed		
Certificates for Publication Awards		
Certificates for Recipients of Filing Awards		
Certificates for recipients of Issuance Awards		
Company Order		
DH Mailing Labels - Filing Awards		
DH Mailing Labels - Inv Ach Awards		
DH Mailing Labels - Issuance Awards		
DH Mailing Labels - Publication Awards		
DH of Recipients of Filing Awards		
DH of Recipients of Inventor Ach Awards		
DH of Recipients of Issuance Awards		
DH of Recipients of Publication Awards		
Disclosure Award Letter		
Disclosure Award Letter Query		
Disclosure Gift Check		
General Award		
Inventor Achievement Award		
Inventor Mailing Labels - Filing Awards		
Inventor Mailing Labels - Inv Ach Awards		
Inventor Mailing Labels - Issuance Awards		
Inventor Mailing Labels - Publication Awards		
Issuance Award Winner Check		
Open Filing Awards		
Open General Awards		
Open Inventor Achievement Awards		
Open Issuance Awards		
Open Publications Awards		
Patent Filing Award		
Patent Issuance Award		
Progress Report		
Publications Award		
Recipients of Filing Awards		

Fig. 21

REPLACEMENT SHEET

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Recipients of Inventor Achievement Awards		
Recipients of Issuance Awards		
Recipients of Publication		
Innovation Awards Database - Forms		
Forms		Description
Awards		
Company Addresses		
ESP Coordinators		
IP Coordinators		
Innovation Awards Database - Reports		
Forms		Description
Awards		
By Date & IPC - Apps Filed		
By Date & IPC - Disclosures Filed		
By Date & IPC - Patents Granted		
Copy of Recipients of Issuance Awards - Reports for Award Mfg.		
DH of Recipients of Filing Awards		
DH of Recipients of Inventor Ach Awards		
DH of Recipients of Issuance Awards		
DH of Recipients of Publication Awards		
Disclosure Award Letter		
General Award Form		
Inventor Achievement Award Form - 10 issued		
Inventor Achievement Award Form - 5 issued		
Open Filing Awards		
Open General Awards		
Open Inventor Achievement Awards		
Open Issuance Awards		
Open Publications Awards		
Patent Filing Award Form		
Patent Issuance Award Form		
Progress Report		
Publication Award Form		
Recipients of Filing Awards - sort by Award #		
Recipients of Filing Awards - Sort by Inventor Name		
Recipients of Inventor Achievement Awards - Sort by Award #		
Recipients of Issuance Awards - Sort by Award #		
Recipients of Issuance Awards - Sort by Inventor Name		
Recipients of Publication Awards - Sort by Award #		
Recipients of Publication Awards - Sort by Inventor Name		
Verification Table		

Fig. 28

REPLACEMENT SHEET

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BellSouth Intellectual Property Marketing Database			
Status of Opportunity:		L2 - Awaiting Execution Pre-Transaction	
Date Status Changed To:		L1 <input type="text"/> L2 12/9/98 L3 <input type="text"/> L4 <input type="text"/> L5 <input type="text"/>	
Product/Project Name:		TechNet	
Product Group:		Network	
Product Type:		Software	
Type of IP Involved:		Proprietary Information	
Patent Status:		Filed	
Opportunity No.		1	
Deal Size:		C = LARGE	
Deal Priority:		A = LOW	
Top Deals Rept?		<input type="checkbox"/>	
Est. \$\$\$ Range:		<input type="text"/>	
Deal \$\$\$ Value:		<input type="text"/>	
BellSouth Entity:		BellSouth Telecommunications, Inc.	
Sub-entity Name:		Nework	
BellSouth Contacts:		Bill Smith	
BIPMARK Lead:		CB	
BIPMARK Support 1:		<input type="text"/>	
BIPMARK Support 2:		<input type="text"/>	
BIPMARK Support 3:		<input type="text"/>	
Marketing Participant:		Andersen Consulting (to BT, SBC)	
Address:		<input type="text"/>	
City, State, Zip		<input type="text"/>	
Participant Type:		Remarketing	
Participant Contacts:		<input type="text"/>	
Estimated Availability Date:		1/ 1/99	
Description of Opp.:		<input type="text"/>	
Status of Deal:		<input type="text"/>	
Background of Deal:		<input type="text"/>	
IT Platform:		<input type="text"/>	
Financial Analysis:		<input type="text"/>	
Competitive Analysis:		<input type="text"/>	
Comments for Top Deals Report:		<input type="text"/>	
Next Scheduled Follow-Up Date:		1/15/99	
Follow-Up Actions to be Taken:		Check on status of investigation	

Fig. 29

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[illegible]

Fig. 3D

REPLACEMENT SHEET

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BellSouth Intellectual Property Marketing Corporation Level 1 Initial Research in Progress) WIP Report									
Date Generated: Tuesday, December 14, 1999									
<u>Product/Project Name</u>	<u>Subsidiary Name</u>	<u>Opp#</u>	<u>Patent Status</u>	<u>Company Name</u>	<u>Lead</u>	<u>Support</u>	<u>Est. Value</u>	<u>Deal Size</u>	<u>Priority</u>
					BIPMARK				
									<u>Date Chgd</u> <u>to L1</u>

PRIVATE/PROPRIETARY

Contains private/proprietary information. May not be used or disclosed outside the BellSouth companies except pursuant to a written agreement.

Page 1 of 2

Fig. 31

REPLACEMENT SHEET

32/223

BELLSOUTH	Intellectual Property Companies Contract Tracking Database
Agreement Type:	<input type="text"/>
First Party:	<input type="text"/>
Second Party:	<input type="text"/>
Third Party:	<input type="text"/>
Effective Date:	<input type="text"/> Termination or Renewal Date: <input type="text"/>
Termination or Renewal Terms:	<input type="text"/>
Confidentiality Period?:	<input type="text"/>
Executed Copy on File?:	<input type="text"/> Location of Original: <input type="text"/>
Comments:	<input type="text"/>
View Executed Contract:	<input type="text"/>
View Other Document:	<input type="text"/>
For Remarketing Agreements Only:	
Affiliate Involved:	<input type="text"/>
Transaction Type:	<input type="text"/> Project Name: <input type="text"/>
Type of IP Involved:	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
View Transaction Report:	<input type="text"/>
Frequency of Payment:	<input type="text"/>
Payment Royalty Due Date:	<input type="text"/> Amount Due: <input type="text"/>
Additional Payment Terms:	<input type="text"/>
YTD Totals: 1999:	<input type="text"/> 2000: <input type="text"/> 2001: <input type="text"/> 2002: <input type="text"/> 2003: <input type="text"/>

Fig. 32

REPLACEMENT SHEET

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<i>Unexecuted Agreements</i>		
<i>Agreement Type</i>	<i>First Party</i>	<i>Second Party</i>

Tuesday, December 14, 1999 Page 1 of 1

Fig. 11

REPLACEMENT SHEET

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Award# <input type="text" value="D99-192"/> Type <input type="text" value="Disclosure Award"/>		Legal Case # <input type="text" value="99192"/> Key # <input type="text" value="868"/>	
Inventor Information			
Title <input type="text" value="Mr."/> Name <input type="text"/> BellSouth Co. <input type="text"/> Suite <input type="text"/> Address <input type="text"/> City <input type="text"/> State <input type="text"/> Zip <input type="text"/>		Phone No.: <input type="text"/> FAX No.s <input type="text"/> Still BellSouth employee? <input type="text"/> IP Coordinator ID#: <input type="text"/>	
Inventor's Supervisor		Inventor's Department Head	
Title <input type="text"/> Name <input type="text"/> Suite <input type="text"/> Address <input type="text"/> City <input type="text"/> State <input type="text"/> Zip <input type="text"/>		Grtg <input type="text"/> Name <input type="text"/> Title <input type="text"/> Suite <input type="text"/> Address <input type="text"/> City <input type="text"/> State <input type="text"/> Zip <input type="text"/>	
Disclosure Award		Filing Award	
Title: Sales Information Storage/Tracking/Notification <input type="text" value="11/11/99"/> Disclosure Received by Legal <input type="text" value="11/11/99"/> Disclosure Received by BIPMAN <input type="text" value="11/16/99"/> Letter and Gift Sent to Inventor Gift Sent <input type="text" value="Wooden Pen"/> BSCC ESP Program <input type="text" value="No"/> Coord. Name <input type="text"/>		Title: <input type="text"/> <input type="text"/> Date Application Filed <input type="text"/> Date BIPMAN Notified of Filing <input type="text"/> Filing Award Request Sent to IPC <input type="text"/> Filing Award Payment Conf. Rec'd <input type="text"/> Filing Award Recognized at Banquet	
Assurance Award		Publication Award	
US Patent Number <input type="text"/> Title: <input type="text"/> <input type="text"/> Date Patent Issued <input type="text"/> Date BIPMAN Notified of Issuance <input type="text"/> Issuance Award Request Sent to IPC <input type="text"/> Issuance Award Payment Conf. Rec'd <input type="text"/> Iss. Award Recognized at Banquet		Title/ Public Name: <input type="text"/> <input type="text"/> Date Article Published <input type="text"/> Date BIPMAN Notified of Publication <input type="text"/> Rec'd Request for Release Form <input type="text"/> Publication Award Request Sent to IPC <input type="text"/> Confirmation of Payment Rec'd <input type="text"/> Publ. Award Recognized at Banquet	
Inventor Achievement Award		General Award	
Patent Nos. <input type="text"/> <input type="text"/> Date Last Patent Issued <input type="text"/> Date BIPMAN Notified of Inv. Ach Awd <input type="text"/> Inv. Ach. Award Request Sent to IPC <input type="text"/> Inv. Ach. Award Payment Conf. Rec'd <input type="text"/> Inv. Ach. Award Recognized at Banquet		Title: <input type="text"/> \$ Amount of General Award <input type="text"/> <input type="text"/> Date General Award Appl Rec'd <input type="text"/> General Award Request Sent to IPC <input type="text"/> General Award Payment Conf. Rec'd <input type="text"/> Gen. Award Recognized at Banquet	
General Notes <input style="width: 100%;" type="text"/>			

Fig. 34

REPLACEMENT SHEET

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The image shows a screenshot of a Microsoft Access database window. The main window is titled 'Microsoft Access' and has a menu bar with 'File', 'Edit', 'View', 'Insert', 'Format', 'Records', 'Tools', 'Window', and 'Help'. Below the menu bar is a toolbar with various icons. In the center of the window is a form titled 'Company Addresses'. The form has a list box on the left with a dropdown arrow, and a table of fields on the right. The fields are: 'Company Name' (BellSouth Entertainment), 'Formal Name' (BellSouth Entertainment, Inc.), 'Street Address' (1100 Abemathy Road), 'City' (Atlanta), 'State' (GA), and 'Zip Code' (30328). At the bottom of the form is a record navigation bar that says 'Record: 4 of 33'. In the bottom left corner of the main window, there is a small window titled 'Awards Dat...'. At the bottom of the main window, there is a status bar with the text 'Company/Name' and a 'Num' button.

Company Name	Formal Name	Street Address	City	State	Zip Code
BellSouth Entertainment	BellSouth Entertainment, Inc.	1100 Abemathy Road	Atlanta	GA	30328

Record: 4 of 33

Awards Dat...

Company/Name Num

Fig. 35

REPLACEMENT SHEET

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

ESP COORDINATORS							
ESP COORDINATOR	JANE DOE						
COMPANY	A - ALL						
MARKET	ALL STATES						
STATE/REGION	ALL STATES/REGS						
PHONE	(404) 555-1212						
FAX	(404) 555-1313						
STREET ADDRESS 1	100 PEACHTREE STREET						
STREET ADDRESS 2	SUITE 4005						
CITY	ATLANTA						
STATE	GA						
ZIP	30309						
MAIL CODE	MC01						
RECORD			1				of 54

Fig. 36

REPLACEMENT SHEET

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Microsoft Access

File Edit View Insert Format Records Tools Window Help

IP Coordinators

IP ID# IP5

Full Name Amy Sherwood Title Ms.

Company Name BBS - BellSouth Business Systems, Inc.

Mailstop 7E01

Street Address 1155 Peachtree Street, N.E.

City Atlanta

State GA Zip Code 30309

Phone# (404) 249-2738 FAX# (404) 249-2866

Record: 1 of 32

Awards Dat...

IP Coordinator ID# Num

Fig. 37

REPLACEMENT SHEET

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Innovation Award Request Patent Filing Award		
Date of Request <i>December 8, 1999</i>	BellSouth File No. <i>98059</i>	Innovation Award No. <i>A99-075</i>
Date Application Filed: Title of Application:		
<p><i>Please arrange payment of a Specific Innovation Award for filing of a patent application for the inventor listed below. Innovation Awards should be grossed up for federal and state taxes. Due to the significance of this contribution to BellSouth, the award should be presented in an appropriate ceremony in the presence of the inventor's peers and/or higher management.</i></p> <p>Award Amount:</p> <p>Approved By: <u> X </u> <i>IP Legal</i> <u> </u> <i>BellSouth IP Management Corp.</i></p>		
Inventor Name	Inventor Signature	
Supervisor Name	Supervisor Signature	
IP Coordinator Name	IP Coordinator Signature	
<p>Certification of payment and this signed request form must be returned to:</p> <p>Julia Spires, Intellectual Property Administrator 1155 Peachtree Street, NE - Suite 500 - Atlanta, GA 30309 (404) 249-2961</p>		
<p>PRIVATE/PROPRIETARY/LOCK</p> <p>Contains Private and/or Proprietary Information. May not be used or disclosed outside the BellSouth Companies except pursuant to a written agreement. Must be stored in locked files when not in use.</p>		

Fig. 38

REPLACEMENT SHEET

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MEMORANDUM

To: John E. Lewis
From: Marcus Delgado
Date: December 8, 1999
RE: Notification of Patent Application Filing for
Title:
BellSouth No.:
Filing Date:

The above-referenced patent application was filed in the U.S. Patent and Trademark Office ("PTO") on the filing date shown above. We expect the official filing receipt, including the assigned serial number for this application, within the next several weeks.

We will keep you advised of further progress as the application proceeds through the PTO.

cc: Donna Post

PRIVATE/PROPRIETARY/LOCK

Contains Private and/or Proprietary Information. May not be used or disclosed outside the BellSouth Companies except pursuant to a written agreement. Must be stored in locked files when not in use.

Fig. 39

REPLACEMENT SHEET

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Patents Granted 9/1/99 Through 11/30/99				
<u>Award</u>	<u>Legal No.</u>	<u>Inventor Name</u>	<u>Company Name</u>	<u>Patent Title</u>
A99-067	96013	JoAnn Blount (retired)	BSCC - BellSouth Cellular Corp.	Method and System for Automatically Connecting Telephone Calls to Multiple Devices Having Different Directory Numbers (as amended)
			<u>US Patent No.</u>	<u>Date Issued</u>
			5,963,864	10/5/99
Tuesday, December 14, 1999				
Page 1 of 1				

Fig. 40

REPLACEMENT SHEET

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Intellectual Property Management Database System									
Marketing Table									
Field Name	Data Type	Description	Relates (KEY)	Location of Data	Editable	Security	Comments		
Project Number	Number	Unique number to keep track of each project	PK	System generated	Non-editable				
Project Name	Character	Name of the project		Free Form Entry	Editable				
Status of Project	Character	Status of the project		Lookup Table	Editable				
Status Date	Date	Anticipated dates for different status levels		Can be system generated and/or free form	Editable		A version can update when changing status levels		
Customer		Pulls additional information into database, Name contact, Phone - from People/Address table		Lookup Table	Editable				
		Customer Name							
		Contact							
		Phone							
		Party to final contract?							
		Pulls additional information into database, Name, Contact, Phone, party to final contract - from People/Address table		Lookup Table	Editable				
Remarketing Partner		Company Name							
		Contact							
		Phone							
		Party to final contract?							
		Pulls additional information into database, Name, Role, party to final contract - from People/Address table		Lookup Table	Editable				
IP Group Personnel		Name							
		Role							
Products	Character	Pointer back to product table		Lookup Table	Editable				
		Product Name							
Deal Size	Character	Drop Down Estimate, small, medium and large		Lookup Table	Editable				
Deal Value	Number	Actual deal value entered after the deal is closed		Free Form	Editable				
Deal Priority	Character	low, medium, high		Lookup Table	Editable				
	Y/N (or CHAR)								
Include in Top Deals Report	CHAR	Check box designating as important deal		Free Form	Editable				
Description of Project	Character			Freeform	Editable				
Followup Date	DATE	Next Scheduled Followup Date		Freeform	Editable				
Followup Actions	Character	Follow-up Actions to be Taken		Freeform	Editable				
		Responsible Party for Follow-up - Looks at People/Address Table - Potentially allow multiple values							
Responsible Party	Character			Lookup Table	Editable				

Fig. 41

REPLACEMENT SHEET

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Files	Character	pointer back to files and file comments	Freeform	Editable	
		File			
		Comments			
		Pointer that pulls information from contract table - including name	Lookup Table	Editable	
Associated Contract		Name			
		Agreement Type			
Contract Tracking Table					
Field Name	Data Type	Description	Relates (KEY)	Location Data	Security
Agreement Number	Number		KEY	System Generated	Non-Editable
Agreement Name	Character			Freeform	Editable
Agreement Type	Character			Lookup Table	Editable
Project Number	Number	Key field for linking to marketing opportunities	Potentially a Foreign Key	Potentially a Foreign Key	Non-Editable
Parties	Character	Lookup to People/Address table		Lookup Table	Editable
		Company Name			
		Type			
		Contact			
Effective Date	DATE			Freeform	Editable
Termination/Renewal Date	DATE			Freeform	Editable
Termination/Renewal Terms	Character			Freeform	Editable
List IP	Character	List of IP involved; pop-up box to add IP pointers, IP Type, Name, Ref #	Potentially a Foreign Key	Potentially a Foreign Key	Non-Editable
		IP Type			
		Name			
		Ref #			
Exclusivity	Character	values: exclusive, non-exclusive		Lookup Table	Editable
		values: Distribution License, Straight Use License, Strategic Agreement			
Form of Agreement	Character			Lookup Table	Editable
Description	Character			Freeform	Editable
Type of Renewal	Character	values: cash, savings, cash & savings		Lookup Table	Editable
Unique T&C	Character			Freeform	Editable
Frequency of Payment	Character			Lookup Table	Editable
Reason for Termination	Character			Freeform	Editable
Type of License	Character	Do we still want this? ...not on screen shots		Lookup Table	
Confidentiality Period	DATE			Freeform	Editable
					This can be a range or a final date.

Fig. 42

REPLACEMENT SHEET

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File	Character	Pointer to attached files and comments	Freeform	Editable		
		File Name				
		Comments				
Product	Character					
BellSouth Business Unit	Character	Pointer to BellSouth Business Unit and Royalty Percentage	Lookup Table	Editable		
		BellSouth Business Unit				
		Royalty Percentage				
Notice Date	Date					
Customer Pay to Contract	Character					
Parties to Contract	Character					
Underlying IP of Product	Character					
Action	Character	Button (field) that points to information in the action table	Lookup Table			
		Expected Due Date				
		Actual Date				
		Action Type (Lookup)				
		Expected Amount				
		Actual Amount				
		Expected Action				
		Actual Action				
		Internal Contact				
		External Contact				
		Comments				
Comments	Character		Freeform			
IP TABLE (Trade Secrets or Copyrights)						
Field Name	Data Type	Description	Relates (KEY)	Location Data	Editable	Security
IP #	Number	System Generated	Primary Key	Primary Key	Non-Editable	
IP Type	Character	TX or Copyright or Both		Lookup Table	Editable	
IP Name	Character			Freeform	Editable	
BellSouth Sub-entity	Character			Freeform	Editable	
BellSouth Business Unit	Character			Lookup Table	Editable	Could also be freeform
IP Description	Character	Freeform comments		Freeform	Editable	
Associated Files Attached	Character	Pointer to electronic file and comments		Freeform	Editable	
		File Name				
		Comments				
Copyright Filed?	Character	Build Lookup N/A, Yes or No.		Lookup Table	Editable	

Fig. 43

REPLACEMENT SHEET

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Product Table								
Field Name		Data Type	Description	Relates (KEY)	Location Data	Editable	Security	Comments
Product Description	Character		Product Description		Freeform	Editable		
Product Number	Number		System Generated	Primary Key	Primary Key	Non-Editable		System Generated
BellSouth Sub-entity	Character				Freeform	Lookup Table		
BellSouth Business Unit	Character		Allow multiple values		Lookup Table	Editable		Could also be freeform
BellSouth Contacts	Character		Pointer to People/Address Table, Name, Phone and Position (e.g., role)		Freeform	Editable		
			Name					
			Phone #					
			Position					
List of Patents	Character		Pointer to CPI Patent Database Records		CPI System	Editable		
			Status					
			Docket #					
			Country					
			App. #					
			Filing Date					
			Patent #					
			Issue Date					
			Inventor					
			Title					
			Comments - Not sure if in CPI					
List of TM	Character		Pointer to CPI TM Database Records		CPI System	Editable		
			Status					
			Mark					
			Country					
			app. #					
			Docket #					
			Filing Date					
			Reg. #					
			Reg. Date					
			Renewal Date					
			Comments - Not sure if in CPI					
List of Trade Secrets & Copyrights	Character		Pointer to IP Table		Lookup Table	Editable		
			Name					
			Description					
			BellSouth Sub-entity					
			BellSouth Business Unit					
			IP #					

Fig. 44

REPLACEMENT SHEET

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Date Available for Sale		DATE						
Technical Requirements		Character						
Product Name		Character						
Files		Character						
			allow multiple values					
			pointer to files and comments					
			File Name					
			Comments					
Patents Table (CPI)-Used in IP Table								
Field Name	Data Type	Description	Relates (KEY)	Location Data	Editable	Security	Comments	
Patent #								
Issue Date								
Inventor								
Status								
Docket #								
Title								
Country								
App #								
Filing Date								
Comments		This may not be in CPI						
Trademark Table (CPI) Used in IP Table								
Field Name	Data Type	Description	Relates (KEY)	Location Data	Editable	Security	Comments	
Mark								
Reg. #								
Registration Date								
Status								
App #								
Docket #								
Country								
Filing Date								
Renewal Date								
Comments		This may not be in CPI						
Corp/Org. Table								
Field Name	Data Type	Description	Relates (KEY)	Location Data	Editable	Security	Comments	
Name								
Type		IP Group, Remarketing, Customer, Alliance						

Fig. 45

REPLACEMENT SHEET

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People/Address Table						
Field Name	Data Type	Description	Relates (KEY)	Location Data	Editable	Security
Org						
Name						
Phone						
Address						
Comments						
Position						
Roles Lookup Values						
Contact						
Research						
Other						
Contact Lookup Values						
IP Group Persons						
End Users/Customers						
BellSouth Business Unit						
Status Lookup Values						
Used in Marketing Module						
Conduct Initial Research						
Conduct Market Research and Analysis						
Develop marketing plan & package						
Sell product						
Negotiate contract						
Complete and approve transaction report						
Execute contract						
Setup maintenance plan						
Close out project						
Used in IP Inventory Module, Product Inventory						
BellSouth Business Units Lookup Values						
BASC (Affiliate Service Corp.)						
BBI (Billing Inc.)						
BBS (Business Systems)						
BPC (Public Communications)						
BSC (Corporate)						
BSCC (Cellular)						
BSE (Entertainment)						
BSI (International)						
BSNET (Net)						
BST (Telecommunications)						

Fig. 46

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Fig. 47

REPLACEMENT SHEET

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ACTION TABLE						
Field Name	Data Type	Description	Relates (KEY)	Location Data	Editable	Security
Action Due Date	Date			Freeform		Comments
Action Type	Character			Freeform		
Expected Amount	Number			Freeform		
Expected Action	Character			Freeform		
BellSouth Sub-entity	Character			Freeform		This can be business unit
Royalty Expected Due Date	Date			Freeform		
Royalty Actual Date	Date			Freeform		
Royalty Action Type	Character			Lookup Table		
Royalty Expected Amount	Number			Freeform		
Royalty Actual Amount	Number			Freeform		
Royalty Expected Action	Character			Freeform		
Royalty Actual Action	Character			Freeform		
Royalty Internal Contact	Character			Lookup Table		
Royalty External Contact	Character			Lookup Table		
Royalty Comments	Character			Freeform		
Start Date	Date			Freeform		
End Date	Date			Freeform		
Period	Character			Lookup		

Fig. 4B

REPLACEMENT SHEET

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Contacts TABLE						
Field Name	Data Type	Description	Relates (KEY)	Location of Data	Editable	Security
Company Name				Freeform		
BellSouth Sub-entity				Freeform		
Type		IP Group, Remarketing, Customer, Alliance, BellSouth				
Events		Internal				
		Pointer to Events table		Freeform		
		Date				
		Comments				
		Attached Files				
Contacts						
		Name				
		Title				
		Country				
		Address1				
		Address2				
		City				
		State				
		Zip				
		Phone				
Individual Contact Events		Pointer to Individual Contact Events Table				
		Date				
		Comments				
		Attached Files				

Fig. 49

REPLACEMENT SHEET

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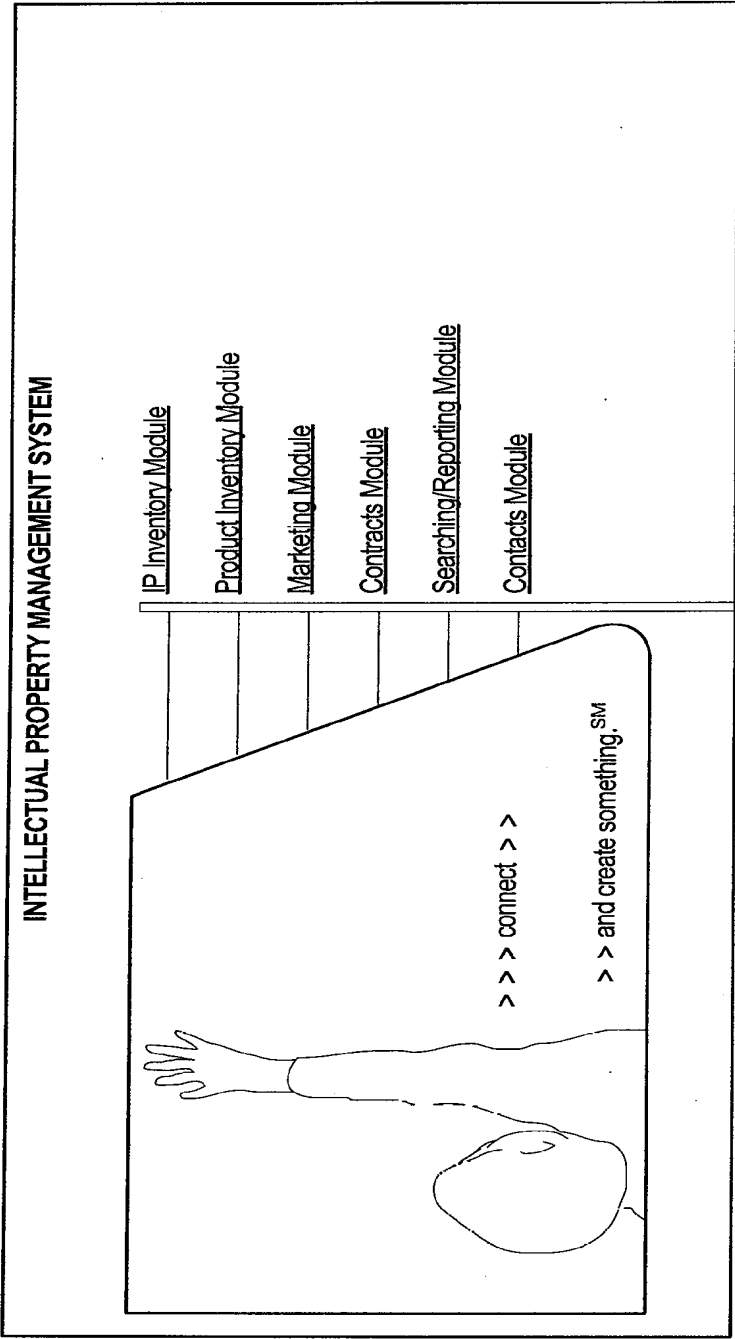


Fig. 50

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
P Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts
IP Inventory Module	IP Inventory
Create New Trade Secret or Copyright Record	Please choose an option from the menu bar on the left.
View Inventory	
Search Inventory	

Fig. 51

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

IP Inventory Module	Create/Edit TradeSecret/Copyright				
Create New Trade Secret or Copyright Record	IP # <input type="text"/> Copyright Filed <input type="text"/>				
View Inventory	IP Name <input type="text"/>				
Search Inventory	IP Type <input type="text"/>				
	BellSouth Business Unit <input type="text"/>				
	BellSouth Sub-entity <input type="text"/>				
	IP Description <input type="text"/>				
Associated Files Attached					
File to Attach <input type="text"/> Browse... Remove File					
<table border="1"><thead><tr><th>File Name</th><th>Comments</th></tr></thead><tbody><tr><td><input type="text"/></td><td><input type="text"/></td></tr></tbody></table>		File Name	Comments	<input type="text"/>	<input type="text"/>
File Name	Comments				
<input type="text"/>	<input type="text"/>				
Submit Cancel					

Fig. 52

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts
IP Inventory Module	View Inventory
Create New Trade Secret or Copyright Record	Patents
View Inventory	Sort By <input type="text" value="N/A"/>
Search Inventory	Trademarks
	Sort By <input type="text" value="N/A"/>
	Trade Secret & Copyrights
	Sort By <input type="text" value="N/A"/>
	<input type="button" value="Submit"/>
	<input type="button" value="Cancel"/>

Fig. 53

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

[IP Inventory](#) [Product Inventory](#) [Marketing](#) [Contracts/Agreements](#) [Searching/Reporting](#) [Contacts](#)

IP Inventory Module

[Create New Trade Secret or Copyright Record](#)
[View Inventory](#)
[Search Inventory](#)

[View Inventory](#)

Patents

Sort By

N/A

Trademarks

Sort By

N/A

Trade Secrets

Sort By

N/A

Patent #

Issue Date

Status

Default

Status

Docket #

Country

App #

Filing Date

Name

Submit

Cancel

Fig. 54

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REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

View Inventory	
Patents	Sort By <input type="text" value="N/A"/>
Trademarks	Sort By <input type="text" value="N/A"/>
Trade Secret & Copyrights	Sort By <input type="text" value="N/A"/>
<input type="button" value="Submit"/>	<div><div>Name</div><div>BellSouth Entity</div><div>Business Unit</div><div>IP #</div><div>Description</div><div>Default</div></div>

Fig. 56

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM											
<u>IP Inventory</u>		<u>Product Inventory</u>		<u>Marketing</u>		<u>Contracts/Agreements</u>		<u>Searching/Reporting</u>		<u>Contacts</u>	
<u>IP Inventory Module</u>				<u>View Inventory</u>							
<u>Create New Trade Secret or Copyright Record</u>				<u>Patents</u>							
<u>View Inventory</u>				<u>Status</u> <u>Docket #</u> <u>Country</u> <u>App. #</u> <u>Filing Date</u> <u>Patent #</u> <u>Issue Date</u> <u>Inventor</u> <u>Title</u> <u>Comments</u>							
<u>Search Inventory</u>				<u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u>							
				<u>Trademarks</u>							
				<u>Status</u> <u>Mark</u> <u>Country</u> <u>Docket #</u> <u>App#</u> <u>Filing Date</u> <u>Reg. #</u> <u>Reg. Date</u> <u>Renewal Date</u> <u>Comments</u>							
				<u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u>							
				<u>Trade Secrets & Copyrights</u>							
				<u>Name</u> <u>Description</u> <u>BellSouth Entity</u> <u>Business Unit</u> <u>IP#</u>							
				<u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u> <u>Data</u>							

Fig. 57

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM				
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u> <u>Contacts</u>
<u>IP Inventory Module</u>	<u>Search Inventory</u>			
<u>Create New Trade Secret or Copyright Record</u> <u>View Inventory</u> <u>Search Inventory</u>	<u>Patents - CPI System</u> <u>Trademarks - CPI System</u> <u>Trade Secrets & Copyrights</u>			

Fig. 58

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

IP Inventory Module	Search Inventory
Create New Trade Secret or Copyright Record	<div>Status <input type="text"/></div>
View Inventory	<div>Docket # <input type="text"/></div>
Search Inventory	<div>Country <input type="text"/></div>
	<div>App. # <input type="text"/></div>
	<div>Inventor <input type="text"/></div>
	<div>Filing Date <input type="text"/></div>
	<div>Patent # <input type="text"/></div>
	<div>Issue Date <input type="text"/></div>
	<div>Title <input type="text"/></div>
	<div>Comments <input type="text"/></div>

Search All Fields

Fig. 59

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Fig. 51

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

IP Inventory Module	Search Trademarks																				
Create New Trade Secret or Copyright Record	<table border="1"><tr><td>Status</td><td><input type="text"/></td><td>Filing Date</td><td><input type="text"/></td></tr><tr><td>Mark</td><td><input type="text"/></td><td>Reg. #</td><td><input type="text"/></td></tr><tr><td>Country</td><td><input type="text"/></td><td>Reg. Date</td><td><input type="text"/></td></tr><tr><td>Docket #</td><td><input type="text"/></td><td>Renewal Date</td><td><input type="text"/></td></tr><tr><td>App. #</td><td><input type="text"/></td><td>Comments</td><td><input type="text"/></td></tr></table>	Status	<input type="text"/>	Filing Date	<input type="text"/>	Mark	<input type="text"/>	Reg. #	<input type="text"/>	Country	<input type="text"/>	Reg. Date	<input type="text"/>	Docket #	<input type="text"/>	Renewal Date	<input type="text"/>	App. #	<input type="text"/>	Comments	<input type="text"/>
Status	<input type="text"/>	Filing Date	<input type="text"/>																		
Mark	<input type="text"/>	Reg. #	<input type="text"/>																		
Country	<input type="text"/>	Reg. Date	<input type="text"/>																		
Docket #	<input type="text"/>	Renewal Date	<input type="text"/>																		
App. #	<input type="text"/>	Comments	<input type="text"/>																		
View Inventory	<div>Search All Fields <input type="text"/></div> <div><input type="button" value="Submit"/> <input type="button" value="Cancel"/></div>																				
Search Inventory																					

Fig. 61

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

[IP Inventory](#)

[Product Inventory](#)

[Marketing](#)

[Contracts/Agreements](#)

[Searching/Reporting](#)

[Contacts](#)

[IP Inventory Module](#)

[Create New Trade Secret or Copyright Record](#)

[View Inventory](#)

[Search Inventory](#)

[Search Trademark Results](#)

Status	Mark	Country	Docket #	App. #	Filing Date	Reg. #	Reg. Date	Renewal Date	Comments
Data	Data	Data	Data	Data	Data	Data	Data	Data	Data

Fig. 62

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts
<u>IP Inventory Module</u>		<u>Search TradeSecret/Copyright Issue</u>			
Create New Trade Secret or Copyright Record		IP # <input type="text"/> Copyright Filed <input type="text" value="N/A"/>			
View Inventory		IP Name <input type="text"/>			
Search Inventory		IP Type <input type="text" value="N/A"/>			
		BellSouth Business Unit <input type="text"/>			
		BellSouth Sub-entity <input type="text"/>			
		IP Description <input type="text"/>			
		Full Text File Search <input type="text"/>			
		<input type="button" value="Submit"/> <input type="button" value="Cancel"/>			

Fig. 63

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM				
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting Contacts

IP Inventory Module	Search Results										
Create New Trade Secret or Copyright Record View Inventory Search Inventory	<p>Trade Secrets & Copyrights</p> <table> <tr> <td>Name</td> <td>Type</td> <td>IP #</td> <td>BellSouth Business Unit</td> <td>BellSouth Sub-Entity</td> </tr> <tr> <td>Data</td> <td>Data</td> <td>Data</td> <td>Data</td> <td>Data</td> </tr> </table>	Name	Type	IP #	BellSouth Business Unit	BellSouth Sub-Entity	Data	Data	Data	Data	Data
Name	Type	IP #	BellSouth Business Unit	BellSouth Sub-Entity							
Data	Data	Data	Data	Data							

Fig. 64

REPLACEMENT SHEET

65/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
<u>IP Inventory</u>	<u>Product Inventory</u>
<u>Marketing</u>	<u>Contracts/Agreements</u>
<u>Searching/Reporting</u>	<u>Contacts</u>
<u>Product Inventory</u>	
<u>Create New Product</u>	Please choose an option from the menu bar on the left.
<u>View Products</u>	
<u>Search For Product</u>	
<u>View/Edit Contacts</u>	

Fig. 65

REPLACEMENT SHEET

66/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts
<u>Product Inventory Module</u>		<u>Create/Edit Product</u>			
Create New Product		Product Name <input type="text" value="Product number 1234343"/>			
View Products		BellSouth Business Unit <input type="text" value="BellSouth Sub-entity"/>			
Search For Product		Product Description <input type="text"/>			
View/Edit Contacts		Date Available for Sale <input type="text"/>			
		Technical Requirements <input type="text"/>			
		BellSouth Contacts			

Fig. 66

REPLACEMENT SHEET

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BellSouth Contacts

Name

Phone #

Position

Add Contact

Remove Contact

List of IP

Patents

Status

Docket #

Country

App. #

Filing Date

Patent #

Issue Date

Inventor

Title

Comments

Add Patents

Remove Patents

Trademarks

Status

Mark

Country

Docket #

App. #

Filing Date

Reg. #

Reg. Date

Renewal Date

Comments

Add Trademarks

Remove Trademarks

Trade Secrets & Copyrights

Fig. 67

REPLACEMENT SHEET

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Trade Secrets & Copyrights

Name	Description	BellSouth Sub-Entity	Business Unit	IP#

Add TS or Copyright

Remove TX or Copyright

Create TS/Copyright

Associated Files Attached

File to Attach

Browse...

Remove File

File Name	Comments

Submit

Cancel

Fig. 6B

REPLACEMENT SHEET

69/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM				
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u> <u>Contacts</u>
<u>Product Inventory Module</u>	<u>View Products</u>			
<u>Create New Product</u> <u>View Products</u> <u>Search For Product</u> <u>View/Edit Contacts</u>	<u>View All Products</u> <u>View All Products Sorted By BellSouth Business Unit</u> <u>View All Products for Specific BellSouth Business Unit</u> <u>Advanced View</u>			

Fig. 69

REPLACEMENT SHEET

70/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM									
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts						
Product Inventory Module	View All Products								
Create New Product									
View Products									
Search For Product									
View/Edit Contacts									
	<table><tr><td>Name</td><td>BellSouth Business Unit</td><td>Description</td></tr><tr><td>Data</td><td>Data</td><td>Data</td></tr></table>	Name	BellSouth Business Unit	Description	Data	Data	Data		
Name	BellSouth Business Unit	Description							
Data	Data	Data							

Fig. 111

REPLACEMENT SHEET

71/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM										
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting						
Contacts										
Product Inventory Module	View All Products by BellSouth Business Unit									
Create New Product	<table><tr><td>BellSouth Business Unit</td><td>Name</td><td>Description</td></tr><tr><td>Data</td><td>Data</td><td>Data</td></tr></table>				BellSouth Business Unit	Name	Description	Data	Data	Data
BellSouth Business Unit	Name	Description								
Data	Data	Data								
View Products										
Search For Product										
View/Edit Contacts										

Fig. 11

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
Product Inventory Module		View All Products by Specific BellSouth Business Unit	
Create New Product View Products Search For Product View/Edit Contacts		<p>BellSouth Business Unit:</p> <div><input type="button" value="Submit"/></div> <div><div></div><div>BASC BBI BBS BPC BSC BSCC BSE BSI BSNET BST</div><div></div></div>	

Fig. 12

REPLACEMENT SHEET

73/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM									
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts						
Product Inventory Module	View All Products by Specific BellSouth Business Entity								
Create New Product View Products Search For Product View/Edit Contacts	<table><tr><td>BellSouth Entity</td><td>Name</td><td>Description</td></tr><tr><td>Data</td><td>Data</td><td>Data</td></tr></table>			BellSouth Entity	Name	Description	Data	Data	Data
BellSouth Entity	Name	Description							
Data	Data	Data							

Fig. 13

REPLACEMENT SHEET

74/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Product Inventory Module	View Products Advanced View
Create New Product	1.) Sort By: <input type="text" value="N/A"/>
View Products	2.) Sort By: <input type="text" value="N/A"/>
Search For Product	3.) Sort By: <input type="text" value="N/A"/>
View/Edit Contacts	<input type="button" value="Submit"/> <input type="button" value="Cancel"/>

Fig. 74

REPLACEMENT SHEET

75/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Product Inventory Module	View Products Advanced View
Create New Product	1.) Sort By: <input type="text" value="N/A"/>
View Products	2.) Sort By: <input type="text" value="N/A"/>
Search For Product	3.) Sort By: <input type="text" value="N/A"/>
View/Edit Contacts	<input type="text" value="N/A"/> BellSouth Entity Name Description
	<input type="button" value="Submit"/>

Fig. 15

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts
Product Inventory Module	View Products Advanced View				
Create New Product View Products Search For Product View/Edit Contacts	1.) Sort By: <input type="text" value="Name"/> 2.) Sort By: <input type="text" value="BellSouth Entity"/> 3.) Sort By: <input type="text" value="Description"/> <input type="button" value="Submit"/> <input type="button" value="Cancel"/>				

Fig. 76

REPLACEMENT SHEET

77/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM																
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting												
Contacts																
View Products Advanced View																
Product Inventory Module	<table><tr><td>Create New Product</td><td>BellSouth Entity</td><td>Description</td></tr><tr><td>View Products</td><td>Data</td><td>Data</td></tr><tr><td>Search For Product</td><td></td><td></td></tr><tr><td>View/Edit Contacts</td><td></td><td></td></tr></table>				Create New Product	BellSouth Entity	Description	View Products	Data	Data	Search For Product			View/Edit Contacts		
Create New Product	BellSouth Entity	Description														
View Products	Data	Data														
Search For Product																
View/Edit Contacts																

Fig. 11

REPLACEMENT SHEET

78/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts
Product Inventory Module		Search Products			
Create New Product		<input type="text"/> Product Name <input type="text"/>			
View Products		<input type="text"/> BellSouth Business Unit <input type="text"/> BellSouth Sub-entity <input type="text"/>			
Search For Product		<input type="text"/> Product Description <input type="text"/>			
View/Edit Contacts		<input type="text"/> Date Available for Sale <input type="text"/>			
		<input type="text"/> Technical Requirements <input type="text"/>			
		BellSouth Contacts			

Fig. 7B

79/223

Fig. 19

REPLACEMENT SHEET

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REPLACEMENT SHEET

81/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM				
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u> <u>Contacts</u>
<u>Product Inventory Module</u>	<u>Product Search Results</u>			
<u>Create New Product</u> <u>View Products</u> <u>Search For Product</u> <u>View/Edit Contacts</u>	<u>Product Name</u> <u>Data1</u> <u>Any Criteria Used in Search</u> <u>Data2</u>			

Fig. 81

REPLACEMENT SHEET

82/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Product Inventory Module	View Product
Create New Product	Product Number 12323
View Products	Product Name Product
Search For Product	BellSouth Sub-entity Entity
View/Edit Contacts	BellSouth Business Unit Main Unit
	Product Description
	Date Available for Sale 2/14/2000
	Technical Requirements

BellSouth Contacts	
Name	Phone #
Howard Johnson	1-800-555-1212
	Position
	Director

List of IP

Fig. 82

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List of IP									
Patents									
Status	Docket #	Country	App.#	Filing Date	Patent #	Issue Date	Inventor	Title	Comments

Trademarks									
Status	Mark	Country	Docket#	App.#	Filing Date	Reg. #	Reg. Date	Renewal Date	Comments

Trade Secrets & Copyrights				
Name	Description	BellSouth Sub-Entity	Business Unit	IP#

Associated Files Attached	
File Name	Comments

<div>Edit</div>

Fig. 11

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
<u>IP Inventory</u>	<u>Product Inventory</u>
<u>Marketing</u>	<u>Contracts/Agreements</u>
<u>Searching/Reporting</u>	<u>Contacts</u>

<u>Marketing</u>	
<u>Create New Product</u> <u>View Products</u> <u>Search/Reports Projects</u> <u>View/Edit Contacts</u>	Please choose an option from the menu bar on the left.

Fig. H4

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
Marketing Module		Create New Project	
Create New Product View Products Search/Reports Projects View/Edit Contacts		Project # 121232 <div> Project Name <input type="text"/> </div> <div> Status <input type="text"/> </div> <div> Deal Value <input type="text"/> </div> <div> Include in Top Deals Report <input type="checkbox"/> </div> <div> Description of Project <input type="text"/> </div> <div> Status Date <input type="text"/> </div> <div> Deal Size <input type="text"/> </div> <div> Deal Priority <input type="text"/> </div> <div> Follow-up Date <input type="text"/> </div> <div> Responsible Party <input type="text"/> </div> <div> Follow-up Actions <input type="text"/> </div> <div> Products <input type="text"/> </div>	

Fig. 85

REPLACEMENT SHEET

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<u>Products</u>	
<u>Product Name</u>	
<u>Add Product</u>	<u>Remove Product</u>
<u>Customer</u>	
<u>Company Name</u>	<u>Contact</u>
<u>Phone</u>	<u>Party to Final Contract</u>
<u>Add Customers</u>	<u>Remove Customers</u>
<u>Remarketing Partners</u>	
<u>Company Name</u>	<u>Contact</u>
<u>Phone</u>	<u>Party to Final Contract</u>
<u>Add Partner</u>	<u>Remove Partner</u>
<u>IP Group Personnel</u>	

Fig. 86

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IP Group Personnel	
Name	Role
<input type="button" value="Add IP Personnel"/>	<input type="button" value="Remove IP Personnel"/>

Associated Files Attached

File to Attach	<input type="button" value="Browse..."/>	<input type="button" value="Remove File"/>
File Name		Comments

Contract Records

Contract Name	Agreement Type

<input type="button" value="Create Contract Record"/>	<input type="button" value="Add Associated Contract Record"/>	<input type="button" value="Remove Associated Contract Record"/>
<input type="button" value="Submit"/>	<input type="button" value="Cancel"/>	

Fig. 67

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts
<u>Marketing Module</u>	<u>View Products</u>				
Create New Product	Default Search				
View/Edit Products	Custom Sort				
Search/Report Projects	1.) Sort By: <input type="text" value="N/A"/>				
View/Edit Contacts	2.) Sort By: <input type="text" value="N/A"/>				
	3.) Sort By: <input type="text" value="N/A"/>				
	<input type="button" value="Submit"/> <input type="button" value="Cancel"/>				

Fig. 88

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>
<u>Marketing Module</u> <u>Create New Product</u> <u>View/Edit Products</u> <u>Search/Report Projects</u> <u>View/Edit Contacts</u>	<u>View Project-Results</u>				
	<u>Project Name</u> Data1	<u>Customer</u> Data2	<u>Product</u> Data3	<u>Status</u> Data4	<u>Deal Priority</u> Data5 <u>Deal Value</u> Data6

Fig. 89

REPLACEMENT SHEET

90/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Marketing Module	View Project
Create New Product View Products Search For Product View/Edit Contacts	<div> <div>Project Name Name</div> <div>Project # 121232</div> </div> <div> <div>Status Conduct Initial research</div> <div>Status Date 2/2/2000</div> </div> <div> <div>Deal Value \$1.2 Billion</div> <div>Deal Size Small</div> </div> <div> <div>Include in Top Deals Report <input type="checkbox"/></div> <div>Deal Priority Low</div> </div> <div> <div>Description of Project</div> <div></div> </div> <div> <div>Follow-up Date 2/2/2000</div> <div>Follow-up Actions Action</div> </div> <div> <div>Responsible Party Mike Stevens</div> </div> <div> <div>Products</div> <div></div> </div> <div> <div>Product Name</div> <div></div> </div> <div> <div>Product</div> <div></div> </div> <div> <div>Customer</div> <div></div> </div>

Fig. 90

REPLACEMENT SHEET

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<u>Customer</u>	
<u>Customer Name</u>	<u>Contact</u>
IBM	John Jim
<u>Phone</u>	<u>Party to Final Contract</u>
212-555-1212	<input type="checkbox"/>
<u>Remarketing Partners</u>	
<u>Company Name</u>	<u>Contact</u>
IBM	Bob Smith
<u>Phone</u>	<u>Party to Final Contract</u>
212-555-1212	<input type="checkbox"/>
<u>IP Group Personnel</u>	
<u>Name</u>	<u>Role</u>
<u>Associated Files Attached</u>	
<u>File Name</u>	<u>Comments</u>
<u>Contract Records</u>	
<u>Contract Name</u>	<u>Agreement Type</u>
<input type="button" value="Edit"/>	

Fig. 91

REPLACEMENT SHEET

92/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Marketing Module	View Projects
Create New Product	Default Search
View/Edit Products	Custom Sort
Search/Report Projects	1.) Sort By: <input type="text" value="Customer Company Name"/>
View/Edit Contacts	2.) Sort By: <input type="text" value="Product Name"/>
	3.) Sort By: <input type="text" value="Customer Company Name"/>
	<input type="button" value="Submit"/>

N/A

Customer Company Name

Product Name

Remarking Partner Company Name

Status

Deal Priority

Deal Value

Deal Size

IP Group Personnel

Fig. 92

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>
Marketing Module Create New Product <u>View/Edit Products</u> Search/Report Projects View/Edit Contacts	<u>View Projects-Results</u>				
	Criteria 1	Criteria 3	Criteria 3	Project #	Customer
	Data1	Data2	Data3	Data4	Data5
					Product
					Data6

Fig. 93

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts
Marketing Module	Edit Project				
Create New Product	Project Name		Project #		
View/Edit Products	Status		Status Date		
Search/Report Projects	Deal Value		Deal Size		
View/Edit Contacts	Include in Top Deals Report	<input type="checkbox"/>	Deal Priority		
	Description of Project				
	Follow-up Date		Follow-up Actions		
	Responsible Party				
	Products				
	Product Name				

Fig. 94

REPLACEMENT SHEET

95/223

Products	
<u>Product Name</u>	
<u>Add Product</u>	<u>Remove Product</u>

Customer	
<u>Company Name</u>	<u>Contact</u>
<u>Phone</u>	<u>Party to Final Contract</u>
<u>Add Customers</u>	<u>Remove Customers</u>

Remarketing Partners	
<u>Company Name</u>	<u>Contact</u>
<u>Phone</u>	<u>Party to Final Contract</u>
<u>Add Partner</u>	<u>Remove Partner</u>

IP Group Personnel	
--------------------	--

Fig. 95

REPLACEMENT SHEET

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<u>IP Group Personnel</u>	
<u>Name</u>	<u>Role</u>
<input type="button" value="Add IP Personnel"/>	<input type="button" value="Remove IP Personnel"/>

Associated Files Attached

<u>File to Attach</u>	<u>Browse...</u>	<u>Remove File</u>
<input type="text"/>	<input type="text"/>	<input type="text"/>

Contract Records

<u>File Name</u>	<u>Comments</u>
<input type="text"/>	<input type="text"/>

<u>Contract Name</u>	<u>Agreement Type</u>
<input type="text"/>	<input type="text"/>

<input type="button" value="Create Contract"/>	<input type="button" value="Add Associated Contract"/>
<input type="button" value="Submit"/>	<input type="button" value="Cancel"/>

Fig. 96

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	<div style="border: 1px solid black; padding: 5px;"> <div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> Marketing Module </div> <div style="width: 70%;"> Project Search/Reports </div> </div> <div style="margin-top: 10px;"> <div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> Create New Product View/Edit Product Search/Report Projects Standard Project Reports </div> <div style="width: 70%;"> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <div style="margin-bottom: 5px;">Project Name <input type="text"/></div> <div style="margin-bottom: 5px;">Status <input type="text" value="N/A"/></div> <div style="margin-bottom: 5px;">Deal Value <input type="text"/></div> <div style="margin-bottom: 5px;">Include in Top Deals Report <input type="checkbox"/></div> <div style="margin-bottom: 5px;">Description of Project <input type="text"/></div> </div> <div style="width: 55%;"> <div style="margin-bottom: 5px;">Project # <input type="text"/></div> <div style="margin-bottom: 5px;">Status Date <input type="text"/></div> <div style="margin-bottom: 5px;">Deal Size <input type="text" value="N/A"/></div> <div style="margin-bottom: 5px;">Deal Priority <input type="text" value="N/A"/></div> </div> </div> <div style="margin-top: 10px;"> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <div style="margin-bottom: 5px;">Follow-up Date <input type="text"/></div> <div style="margin-bottom: 5px;">Responsible Party <input type="text" value="N/A"/></div> </div> <div style="width: 55%;"> <div style="margin-bottom: 5px;">Follow-up <input type="text"/></div> <div style="margin-bottom: 5px;">Actions <input type="text"/></div> </div> </div> <div style="margin-top: 10px;"> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <div style="margin-bottom: 5px;">Products</div> </div> <div style="width: 55%;"> <div style="margin-bottom: 5px;">Product Name <input type="text"/></div> </div> </div> </div> </div> </div> </div></div></div>		
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> View/Edit Contacts </div> </div>			

Fig. 97

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Fig. 9

REPLACEMENT SHEET

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IP Group Personnel	
<u>Name</u>	<u>Role</u>
<input type="text"/>	<input type="text"/>
<div><input type="button" value="Add IP Personnel"/> <input type="button" value="Remove IP Personnel"/></div>	
<u>Associated Files Attached</u>	
<u>File Name</u>	<u>Comments</u>
<input type="text"/>	<input type="text"/>
<u>Full Text File Search</u> <input type="text"/>	
<u>Contract Records</u>	
<u>Contract Name</u>	<u>Agreement Type</u>
<input type="text"/>	<input type="text"/>
<div><input type="button" value="Add Contract Record"/> <input type="button" value="Remove Contract Record"/></div>	
<div><input type="button" value="Submit"/> <input type="button" value="Cancel"/></div>	

Fig. 99

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts
Marketing Module	Project Search/Reports				
Create New Product	Project Name <input type="text"/> Project # <input type="text"/>				
View/Edit Product	Status <input type="text"/> Status Date <input type="text"/>				
Search/Report Projects	Deal Val <input type="text"/> Deal Size <input type="text"/>				
Standard Project Reports	Deal Priority <input type="text"/>				
<ul style="list-style-type: none">• Top Deals• Customer Report• Remarketing Report• Status Level Report• BellSouth Entity Report	<div><div>Follow-up</div><div><div>Negotiate contract</div><div>Complete & approve transaction report</div><div>Execute contract</div><div>Set up maintenance plan</div><div>Close out Project</div></div></div>				
View/Edit Contacts	Responsible Party <input type="text"/>				
	Products				
	<div><div>Product Name</div><div><input type="text"/></div></div>				

Fig. 1000

REPLACEMENT SHEET

101/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM				
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u> <u>Contacts</u>
<u>Marketing Module</u>	<u>View Project Search Results</u>			
<u>Create New Product</u> <u>View/Edit Product</u> <u>Search/Report Projects</u> <u>Standard Project Reports</u> <ul style="list-style-type: none">• <u>Top Deals</u>• <u>Customer Report</u>• <u>Remarketing Report</u>• <u>Status Level Report</u>• <u>BellSouth Entity Report</u> <u>View/Edit Contacts</u>	<u>Project Name</u> <u>Data1</u>	<u>Customer</u> <u>Data2</u>	<u>Product</u> <u>Data3</u>	<u>Other Search Criteria</u> <u>Data4</u>

Fig.101

REPLACEMENT SHEET

102/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM											
<u>IP Inventory</u>		<u>Product Inventory</u>		<u>Marketing</u>		<u>Contracts/Agreements</u>		<u>Searching/Reporting</u>		<u>Contacts</u>	
<u>Marketing Module</u>		<u>Top Deals Report</u>									
Create New Product		Status <u>Product/Project Name</u> <u>Opportunity</u> <u>BellSouth BU</u> <u>Patent Status</u> <u>Company Name</u> <u>Lead</u> <u>Support</u> <u>Est. Value</u> <u>Deal Size</u> <u>Priority</u>									
<u>View/Edit Product</u>		<u>Data1</u> <u>Data2</u> <u>Data3</u> <u>Data4</u> <u>Data5</u> <u>Data6</u> <u>Data7</u> <u>Data8</u> <u>Data9</u> <u>Data10</u> <u>Data11</u>									
<u>Search/Report Projects</u>											
Standard Project Reports											
<ul style="list-style-type: none">• <u>Top Deals</u>• <u>Customer Report</u>• <u>Remarketing Report</u>• <u>Status Level Report</u>• <u>BellSouth Entity Report</u>											
<u>View/Edit Contacts</u>											

Fig. 1112

REPLACEMENT SHEET

103/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Marketing Module	Customer Report
Create New Product View/Edit Product Search/Report Projects Standard Project Reports <ul style="list-style-type: none">• Top Deals• Customer Report• Remarketing Report• Status Level Report• BellSouth Entity Report View/Edit Contacts	Customer Name <input type="text" value="Customer Name"/> <input type="button" value="Submit"/> <input type="button" value="Cancel"/>

Fig. 1113

REPLACEMENT SHEET

104/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>
<u>Marketing Module</u>	<u>Customer Report</u>				
Create New Product View/Edit Product Search/Report Projects Standard Project Reports • <u>Top Deals</u> • <u>Customer Report</u> • <u>Remarketing Report</u> • <u>Status Level Report</u> • <u>BellSouth Entity Report</u> View/Edit Contacts	<u>Customer Name</u> Data1	<u>Product Name</u> Data2	<u>Status</u> Data3	<u>Value</u> Data4	<u>BellSouth Business Unit</u> Data5 <u>Opp#</u> Data6

Fig. 1111H

REPLACEMENT SHEET

105/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Marketing Module	Remarketing Partner Report
Create New Product View/Edit Product Search/Report Projects Standard Project Reports <ul style="list-style-type: none"> • Top Deals • Customer Report • Remarketing Report • Status Level Report • BellSouth Entity Report View/Edit Contacts	Remarketing Company Name <input type="text" value="Company Name"/> <input type="button" value="Submit"/> <input type="button" value="Cancel"/>

Fig. 104

REPLACEMENT SHEET

106/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM						
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>	
<u>Marketing Module</u>	<u>Remarketing Partner Report</u>					
<u>Create New Product</u> <u>View/Edit Product</u> <u>Search/Report Projects</u> <u>Standard Project Reports</u> <ul style="list-style-type: none">• <u>Top Deals</u>• <u>Customer Report</u>• <u>Remarketing Report</u>• <u>Status Level Report</u>• <u>BellSouth Entity Report</u> <u>View/Edit Contacts</u>	<u>Remarketing Partner</u> Data1	<u>Product Name</u> Data2	<u>Status</u> Data3	<u>Value</u> Data4	<u>BellSouth Business Unit</u> Data5	<u>Opp#</u> Data6

Fig. 1115

REPLACEMENT SHEET

107/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Marketing Module	Status Level Report
<p> Create New Product View/Edit Product Search/Report Projects Standard Project Reports </p> <ul style="list-style-type: none"> • Top Deals • Customer Report • Remarketing Report • Status Level Report • BellSouth Entity Report <p> View/Edit Contacts </p>	<p> Status Level: <input type="text" value="N/A"/> </p> <p> <input type="button" value="Submit"/> <input type="button" value="Cancel"/> </p>

Fig. 1116

REPLACEMENT SHEET

108/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
<u>Marketing Module</u>	<u>Status Level Report</u>		
Create New Product View/Edit Product Search/Report Projects Standard Project Reports <ul style="list-style-type: none">• Top Deals• Customer Report• Remarketing Report• Status Level Report• BellSouth Entity Report View/Edit Contacts	<div>Status Level</div> <div><div>N/A</div><div>N/A</div><div>Conduct Initial Research</div><div>Conduct market research and analysis</div><div>Complete and approve PTR</div><div>Develop marketing plan & package</div><div>Sell product</div><div>Negotiate contract</div><div>Complete & approve transaction report</div><div>Execute contract</div><div>Set up maintenance plan</div><div>Close out Project</div></div> <div><div>Submit</div></div>		

Fig. 1117

REPLACEMENT SHEET

109/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM									
<u>IP Inventory</u>		<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>			
<u>Marketing Module</u>		<u>Status Level Report</u>							
<u>Create New Product</u> <u>View/Edit Product</u>		<u>Level</u>	<u>Opp#</u>	<u>Company Name</u>	<u>Product Name</u>	<u>Remarketing Name</u>	<u>BellSouth Business Unit</u>	<u>IP Group Personnel</u>	<u>Deal Size</u>
<u>Search/Report Projects</u> <u>Standard Project Reports</u> <ul style="list-style-type: none">• <u>Top Deals</u>• <u>Customer Report</u>• <u>Remarketing Report</u>• <u>Status Level Report</u>• <u>BellSouth Entity Report</u> <u>View/Edit Contacts</u>		Data1	Data2	Data3	Data4	Data5	Data6	Data7	Data8
									Data9
									Data10

Fig. 111B

Fig. 109

110/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	<div style="border: 1px solid black; padding: 5px;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 20%;"> Marketing Module </div> <div style="width: 80%;"> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> BellSouth Business Unit Report </div> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Create New Product</p> <p>View/Edit Product</p> <p>Search/Report Projects</p> <p>Standard Project Reports</p> <ul style="list-style-type: none"> • Top Deals • Customer Report • Remarketing Report • Status Level Report • BellSouth Entity Report <p>View/Edit Contacts</p> </div> <div style="width: 50%;"> <div style="border: 1px solid black; padding: 5px;"> <p>BellSouth Business Unit</p> <div style="display: flex; align-items: center;"> <div style="margin-right: 10px;"> <input type="button" value="Submit"/> </div> <div style="border: 1px solid black; padding: 2px;"> <div style="border-bottom: 1px solid black; height: 15px; width: 100%;"></div> <div style="display: flex; justify-content: space-between; padding: 2px;"> ▼ <div style="font-size: 0.8em;"> BASC BBI BBS BPC BSC BSCC BSE BSI BSNET BST </div> </div> </div> <div style="margin-left: 10px;"> <input type="button" value="Cancel"/> </div> </div> </div> </div> </div> </div></div></div>		

REPLACEMENT SHEET

111/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM																									
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts																				
Marketing Module		BellSouth Business Unit Report																							
Create New Product View/Edit Product Search/Report Projects Standard Project Reports <ul style="list-style-type: none"> • Top Deals • Customer Report • Remarketing Report • Status Level Report • BellSouth Entity Report View/Edit Contacts		<table border="1"> <thead> <tr> <th>Entity Name</th> <th>Status</th> <th>Product Name</th> <th>Customer Name</th> <th>Remarketing Partner</th> <th>Deal Value</th> <th>BellSouth Contacts</th> <th>BIPMARK Contact</th> </tr> </thead> <tbody> <tr> <td>Data1</td> <td>Data2</td> <td>Data3</td> <td>Data4</td> <td>Data5</td> <td>Data6</td> <td>Data7</td> <td>Data8</td> </tr> </tbody> </table>								Entity Name	Status	Product Name	Customer Name	Remarketing Partner	Deal Value	BellSouth Contacts	BIPMARK Contact	Data1	Data2	Data3	Data4	Data5	Data6	Data7	Data8
Entity Name	Status	Product Name	Customer Name	Remarketing Partner	Deal Value	BellSouth Contacts	BIPMARK Contact																		
Data1	Data2	Data3	Data4	Data5	Data6	Data7	Data8																		

Fig. 111

REPLACEMENT SHEET

112/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>
		<u>Searching/Reporting</u>	<u>Contacts</u>
		<u>Contracts/Agreements</u>	
<u>Add Contract/Agreement</u> <u>Search Contract/Agreement</u> <u>Contract Report</u> <u>View/Edit Contacts</u>		Please choose an option from the menu bar on the left.	

Fig. 111

REPLACEMENT SHEET

113/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> Contracts/Agreements Module </div> <div style="border: 1px solid black; padding: 5px;"> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> Add Contract/Agreement Search Contract/Agreement Contract Report View/Edit Contacts </div> <div style="width: 50%;"> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> Add Contract/Agreement </div> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Agreement Name <input style="width: 80%;" type="text"/></p> <p>Agreement Type <input style="width: 80%;" type="text"/></p> <p>Product <input style="width: 80%;" type="text"/></p> </div> <div style="width: 45%;"> <p>Agreement Number 12323</p> <p>Project Number <input style="width: 80%;" type="text"/></p> </div> </div> </div> <div style="border: 1px solid black; padding: 5px;"> <p style="text-align: center; margin: 0;">Contract Summary</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; padding: 5px;"> <p>Exclusivity <input style="width: 80%;" type="text"/></p> <p>Type of Revenue <input style="width: 80%;" type="text"/></p> <p>Frequency of Payments <input style="width: 80%;" type="text"/></p> <p>Description <input style="width: 80%;" type="text"/></p> </td> <td style="width: 50%; padding: 5px;"> <p>Form of Agreement <input style="width: 80%;" type="text"/></p> <p>Unique T&C <input style="width: 80%;" type="text"/></p> </td> </tr> </table> </div> </div> </div>			<p>Exclusivity <input style="width: 80%;" type="text"/></p> <p>Type of Revenue <input style="width: 80%;" type="text"/></p> <p>Frequency of Payments <input style="width: 80%;" type="text"/></p> <p>Description <input style="width: 80%;" type="text"/></p>	<p>Form of Agreement <input style="width: 80%;" type="text"/></p> <p>Unique T&C <input style="width: 80%;" type="text"/></p>
<p>Exclusivity <input style="width: 80%;" type="text"/></p> <p>Type of Revenue <input style="width: 80%;" type="text"/></p> <p>Frequency of Payments <input style="width: 80%;" type="text"/></p> <p>Description <input style="width: 80%;" type="text"/></p>	<p>Form of Agreement <input style="width: 80%;" type="text"/></p> <p>Unique T&C <input style="width: 80%;" type="text"/></p>				

Fig. 112

REPLACEMENT SHEET

114/223

Termination or Renewal Terms	
<div><div></div><div>▲▼</div></div>	
Confidentiality Period	Notice Date
Effective Date	
Termination/Renewal Date	Reason for Termination

BellSouth Business Unit	
BellSouth Business Unit	Royalty Percentage
Add BellSouth BU	Remove BellSouth BU

Parties to the Contract	
Company Name	Type
	Contact
Add Party	Remove Party

Fig. 113

REPLACEMENT SHEET

115/223

Add Party

Remove Party

IP Covered by License

IP Type

Name

Ref #

Add Associated IP

Remove Associated IP

Action/Payments Due

Expected Due Date	Actual Date	Action Type	Expected Amount	Actual Amount	Expected Action	Actual Action	Internal Contact	External Contact	Comments
		▼							

Add Action Item

Remove Action Item

Add Internal Party

Add External Party

Comments

▲▼

Fig. 114

REPLACEMENT SHEET

116/223

<u>Comments</u>	
<div><div></div><div></div></div>	
File to Attach	<div><div></div><div>Browse...</div><div>Remove File</div></div>
File Name	Comments
<div><div>Submit</div><div>Cancel</div></div>	

Fig. 115

REPLACEMENT SHEET

117/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Contracts/Agreements Module

[Add Contract/Agreement](#)

[Search Contract/Agreement](#)

[Contract Report](#)

[View/Edit Contacts](#)

Add Contract/Agreement

Agreement Name

Agreement Number 12323

Agreement Type

Administrative Services Agreement

Master Licensing Agreement

Sublicensing Agreement

Services Agreement

Sublease Agreement

consulting Agreements

Recruiter Agreement

Remarketing Agreements

Type of Revenue

Form of Agreement

Unique T&C

Frequency of Payments

Description

Fig. 11b

REPLACEMENT SHEET

118/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
Contracts/Agreements Module	Add Contract/Agreement		
Add Contract/Agreement	Agreement Name <input type="text"/>	Agreement Number	12323
Search Contract/Agreement	Agreement Type <input type="text"/>	Project Number	<input type="text"/>
Contract Report	Product <input type="text"/>		
View/Edit Contacts			
Contract Summary			
Exclusivity <input type="text"/>		Form of Agreement	<input type="text"/>
Type of Revenue <input type="text"/>		Unique T&C	<input type="text"/>
Frequency of Payments <input type="text"/>		Distribution License Straight Use License Strategic Agreement	
Description <input type="text"/>			

Fig. 117

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Contracts/Agreements Module	Add Contract/Agreement
Add Contract/Agreement	Agreement Name <input type="text"/> Agreement Number 12323
Search Contract/Agreement	Agreement Type <input type="text"/> Project Number <input type="text"/>
Contract Report	Product <input type="text"/>
View/Edit Contacts	

Contract Summary

Exclusivity

Type of Revenue

Frequency of Pay

Description

Form of Agreement

Unique T&C

Cash Savings Cash & Savings

Fig. 11B

REPLACEMENT SHEET

120/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> <u>Add Contract/Agreement</u> </div> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Agreement Name <input style="width: 80%;" type="text"/></p> <p>Agreement Type <input style="width: 80%;" type="text"/></p> <p>Product <input style="width: 80%;" type="text"/></p> </div> <div style="width: 45%;"> <p>Agreement Number 12323</p> <p>Project Number <input style="width: 80%;" type="text"/></p> </div> </div> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <u>Contract Summary</u> </div> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Exclusivity <input style="width: 80%;" type="text"/></p> <p>Type of Revenue <input style="width: 80%;" type="text"/></p> <p>Frequency of Payments <input style="width: 80%;" type="text"/></p> </div> <div style="width: 45%;"> <p>Form of Agreement <input style="width: 80%;" type="text"/></p> <p>Unique T&C <input style="width: 80%;" type="text"/></p> </div> </div> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <p>One Time Development/Maintenance Savings</p> <p>One Time Up-Front License Fee</p> <p>One Time Up-Front License Fee w/Future royalties Due</p> <p>Monthly Report/Royalty Payment</p> <p>Quarterly Report/Royalty Payment</p> <p>Annual Report/Royalty Payment</p> </div>		
<u>Contracts/Agreements Module</u> Add Contract/Agreement Search Contract/Agreement Contract Report View/Edit Contacts			

Fig. 119

REPLACEMENT SHEET

121/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

[IP Inventory](#)

[Product Inventory](#)

[Marketing](#)

[Contracts/Agreements](#)

[Searching/Reporting](#)

[Contacts](#)

Contracts/Agreements Module

Add Action

Action Type

Termination Notice ▾

Expected Amount

Expected Action

Internal Contact

Expected Due Date

Start of Period

End of Period

External Contact

Recurring Actions

Date

Repeat

Comments

▴ ▾

Submit

Cancel

Fig. 121

REPLACEMENT SHEET

122/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

[IP Inventory](#)

[Product Inventory](#)

[Marketing](#)

[Contracts/Agreements](#)

[Searching/Reporting](#)

[Contacts](#)

Contracts/Agreements Module

Add Action

Action Type

Termination Notice

Expected Am

Expected Act

Internal Con

Termination Notice

Extension Notice

Report REQ'T

Payment REQ'T

Savings Due

Other

Expected Due Date

Start of Period

End of Period

External Contact

Recurring Actions

Date

Repeat

Comments

Submit

Cancel

Fig. 1211A

REPLACEMENT SHEET

123/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Contracts/Agreements Module	Search Contract/Agreements
Add Contract/Agreement	Agreement Name <input type="text"/>
Search Contract/Agreement	Agreement Number 12323
Contract Report	Agreement Type <input type="text"/>
View/Edit Contacts	Project Number <input type="text"/>
	Product <input type="text"/>

Contract Summary	
Exclusivity <input type="text"/>	Form of Agreement <input type="text"/>
Type of Revenue <input type="text"/>	Unique T&C <input type="text"/>
Frequency of Payments <input type="text"/>	
Description <input type="text"/>	

Fig. 121

REPLACEMENT SHEET

124/223

Description

Termination or Renewal Terms

Confidentiality Period

Effective Date

Termination/Renewal Date

Notice Date

Reason for Termination

BellSouth Business Unit

BellSouth Business Unit

Royalty Percentage

Add BellSouth BU

Remove BellSouth BU

Parties to the Contract

Company Name

Type

Contact

Add Party

Remove Party

Fig. 122

REPLACEMENT SHEET

125/223

Add Party
Remove Party

IP Covered by License

IP Type	Name	Ref #

Add IP
Remove IP

Action/Payments Due

Expected Due Date	Actual Date	Action Type	Expected Amount	Actual Amount	Expected Action	Actual Action	Internal Contact	External Contact	Comments
		▼							

Add Item
Remove Item

Comments

Full Text File Search

Submit
Cancel

Fig. 123

REPLACEMENT SHEET

126/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
IP Inventory	Product Inventory	Marketing	Contracts/Agreements	Searching/Reporting	Contacts
Add Contract/Agreement Search Contract/Agreement Contract Report View/Edit Contacts		Search Results			
		Agreement Name Data1	Agreement Number Data2	Agreement Type Data3	Project # Data4

Fig. 124

REPLACEMENT SHEET

127/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
<u>Contracts/Agreements Module</u> Add Contract/Agreement Search Contract/Agreement Contract Report View/Edit Contacts		<u>Contract/Agreement</u> <div> <div>Agreement Name Name</div> <div>Agreement Number 12323</div> </div> <div> <div>Agreement Type Contract</div> <div>Project Number 1234</div> </div> <div> <div>Product Product</div> </div>	
		<u>Contract Summary</u>	
		<div>Exclusivity Exclusive</div>	<div>Form of Agreement Straight Use License</div>
		<div>Type of Revenue Cash</div>	<div>Unique T&C Text</div>
		<div>Frequency of Payments Annual Report/Royalty Payment</div>	
		<div>Description A nice piece of IP</div>	
		<div> <div>Termination or Renewal Terms</div> <div> <input type="text"/> </div> </div>	
		<div>Confidentiality Period 2/14/2000</div>	<div>Notice Date 2/14/2000</div>

Fig. 125

REPLACEMENT SHEET

128/223

Confidentiality Period 2/14/2000		Notice Date 2/14/2000	
Effective Date 2/14/2000			
Termination/Renewal Date 2/14/2000		Reason for Termination None	

BellSouth Business Unit			
BellSouth Business Unit		Royalty Percentage	
Cellular		100	

Parties to the Contract			
Company Name		Type	Contact
Party		Remarking	Carter Pate

IP Covered by License			
IP Type	Name		Ref #
Patent	Cell Phone		1234

Action/Payments Due			
----------------------------	--	--	--

Fig. 126

REPLACEMENT SHEET

129/223

Action/Payments Due									
Expected Due Date	Actual Date	Action Type	Expected Amount	Actual Amount	Expected Action	Actual Action	Internal Contact	External Contact	Comments
		▼							

Comments

▼

▼

File Name

Comments

Edit

Fig. 127

REPLACEMENT SHEET

130/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
Contracts/Agreements Module		Edit Contract/Agreements	
Add Contract/Agreement Search Contract/Agreement Contract Report View/Edit Contacts		Agreement Name <input type="text"/> Agreement Number 12323 Agreement Type <input type="text"/> Project Number <input type="text"/> Product <input type="text"/>	
Contract Summary			
Exclusivity <input type="text"/>		Form of Agreement <input type="text"/>	
Type of Revenue <input type="text"/>		Unique T&C <input type="text"/>	
Frequency of Payments <input type="text"/>		<input type="text"/>	
Description <input type="text"/>		<input type="text"/>	
Termination or Renewal Terms			

Fig. 12A

REPLACEMENT SHEET

131/223

Termination or Renewal Terms	
<div> <div></div> <div> <div></div> <div></div> </div> </div>	
Confidentiality Period	Notice Date
Effective Date	
Termination/Renewal Date	Reason for Termination
BellSouth Business Unit	
BellSouth Business Unit	Royalty Percentage
<div>Add BellSouth BU</div> <div>Remove BellSouth BU</div>	
Parties to the Contract	
Company Name	Type
	Contact
<div>Add Party</div> <div>Remove Party</div>	
IP Covered by License	

Fig. 129

REPLACEMENT SHEET

132/223

IP Covered by License

IP Type

Name

Ref #

Add Associated IP

Remove Associated IP

Action/Payments Due

Expected Due Date	Actual Date	Action Type	Expected Amount	Actual Amount	Expected Action	Actual Action	Internal Responsible Party	External Responsible Party	Comments
		▼							

Add Action Item

Remove Action Item

Add Internal Party

Add External Party

Comments

▲

▼

Fig. 130

133/223

<u>Comments</u>	
<div><div></div><div></div></div>	
<div>File to Attach</div>	<div><div>Browse...</div><div>Remove File</div></div>
<div>File Name</div>	<div>Comments</div>
<div><div>Submit</div><div>Cancel</div></div>	

Fig. 171

REPLACEMENT SHEET

134/223

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Contracts/Agreements Module	Contracts Reports
Add Contract/Agreement Search Contract/Agreement Contract Report Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Business Unit Financial Report By Period	Please select a report from the left menu bar.

Fig. 132

REPLACEMENT SHEET

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<u>Search</u> <u>Contract/Agreement</u> <u>Contract Report</u> <u>Upcoming</u> <u>Termination Report</u> <u>Royalty/Reporting</u> <u>Requirements By</u> <u>Date</u> <u>Contracts By</u> <u>BellSouth Business</u> <u>Unit</u> <u>Financial Report By</u> <u>Period</u> <u>Financial Report By</u> <u>BellSouth Business</u> <u>Unit</u> <u>Action Report</u> <u>Party Report</u> <u>View/Edit Contacts</u>	Please select a report from the left menu bar.
---	--

Fig. 133

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Contracts/Agreements Module Add Contract/Agreement Search Contract/Agreement Contract Report Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Business Unit Financial Report By Period	Upcoming Termination Report <div> Agreement Type <input type="text"/> </div> <div> Period Covered By Report: Start Date <input type="text"/> End Date <input type="text"/> OR Time Period <input type="text"/> </div> <div> <input type="button" value="Search"/> <input type="button" value="Cancel"/> </div>

Fig. 134

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Contracts/Agreements Module	Upcoming Termination Report
Add Contract/Agreement Search Contract/Agreement Contract Report Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Business Unit Financial Report By Period	<div> <div>Agreement Type</div> <div> <div>Contract</div> <div>Internal Use</div> <div>Marketing (External)</div> <div>IPCO/Affiliates</div> <div>All</div> </div> <div> <div>Start</div> <div>End Date</div> </div> <div> <div>Search</div> <div>Cancel</div> </div> </div>

Fig. 135

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Contracts/Agreements Module	Upcoming Termination Report
Add Contract/Agreement Search Contract/Agreement Contract Report Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Business Unit Financial Report By Period	<div> <div>Agreement Type <input type="text"/></div> <div>Period Covered By Report: <input type="text"/></div> <div>Start Date <input type="text"/> End Date <input type="text"/></div> <div>OR</div> <div>Time Period <input type="text"/></div> <div> <input type="button" value="Search"/> <div> Next 30 Days Next 60 Days Next Year </div> </div> </div>

Fig. 136

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>
<u>Contracts/Agreements Module</u>		<u>Upcoming Termination Report</u>			
<u>Add Contract/Agreement</u>		<u>Effective Date</u>	<u>Notice Date</u>	<u>Termination Date</u>	<u>Contract Name</u>
<u>Search Contract/Agreement</u>					<u>Contract #</u>
<u>Contract Report</u>		<u>Data1</u>	<u>Data2</u>	<u>Data3</u>	<u>Data4</u>
<u>Upcoming Termination Report</u>					<u>Data5</u>
<u>Royalty/Reporting Requirements By Date</u>					<u>Customer</u>
<u>Contracts By BellSouth Business Unit Financial Report By Period</u>					<u>Data6</u>

Fig. 137

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Contracts/Agreements Module	Royalty/Report Requirements By Date Report
Add Contract/Agreement	<div>Agreement Type <input type="text"/></div>
Search Contract/Agreement	<div>Period Covered By Report:</div>
Contract Report	<div>Start Date <input type="text"/> End Date <input type="text"/></div>
Upcoming Termination Report	<div>OR</div>
Royalty/Reporting Requirements By Date	<div>Time Period <input type="text"/></div>
Contracts By BellSouth Business Unit Financial Report By Period	<div><input type="button" value="Search"/> <input type="button" value="Cancel"/></div>

Fig. 13B

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>
---------------------	--------------------------	------------------	-----------------------------	----------------------------	-----------------

<u>Contracts/Agreements Module</u>	<u>Royalty/Report Requirements By Date Report</u>							
<u>Add Contract/Agreement</u>	<u>Contract Name</u>	<u>Expected Action Due Date</u>	<u>Actual Action Date</u>	<u>Action Type</u>	<u>Expected Amount</u>	<u>Actual Amount</u>	<u>Expected Action</u>	<u>Actual Action</u>
<u>Search Contract/Agreement</u>	Data	Data	Data	Data	Data	Data	Data	Data
<u>Contract Report</u>								
<u>Upcoming Termination Report</u>								
<u>Royalty/Reporting Requirements By Date</u>								
<u>Contracts By BellSouth Business Unit</u>								
<u>Financial Report By Period</u>								
<u>Financial Report By BellSouth Business Unit</u>								
<u>Action Report</u>								

Fig. 139

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory	Product Inventory
Marketing	Contracts/Agreements
Searching/Reporting	Contacts

Contracts/Agreements Module	Contracts By BellSouth Business Unit
Add Contract/Agreement	
Search Contract/Agreement	<div>Agreement Type <input type="text"/> BellSouth Business Unit <input type="text"/></div>
Contract Report	Period Covered By Report:
Upcoming Termination Report	
Royalty/Reporting Requirements By Date	<div>Start Date <input type="text"/> End Date <input type="text"/></div>
Contracts By BellSouth Business Unit	<div>OR</div>
Financial Report By Period	<div>Time Period <input type="text"/></div>
Financial Report By BellSouth Business Unit	<div><input type="button" value="Search"/> <input type="button" value="Cancel"/></div>
Action Report	

Fig. 140

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>
<u>Contracts/Agreements Module</u>		<u>Royalty/Report Requirements By Date</u>			
<u>Add Contract/Agreement</u>		Period Covered By Report: Date Report Run:			
<u>Search Contract/Agreement</u>		<u>BellSouth Business Unit</u>	<u>Agreement Name</u>	<u>Product</u>	<u>Parties</u>
<u>Contract Report</u>		Data	Data	Data	Data
<u>Upcoming Termination Report</u>					
<u>Royalty/Reporting Requirements By Date</u>					
<u>Contracts By BellSouth Business Unit</u>					
<u>Financial Report By Period</u>					
<u>Financial Report By BellSouth Business Unit</u>					
<u>Action Report</u>					

Fig. 141

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Contracts/Agreements Module Add Contract/Agreement Search Contract/Agreement Contract Report Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Business Unit Financial Report By Period	Financial Report By Period Agreement Type <input type="text"/> Period Covered By Report: Start Date <input type="text"/> End Date <input type="text"/> OR Time Period <input type="text"/> <input type="button" value="Search"/> <input type="button" value="Cancel"/>

Fig. 142

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM																
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u> <u>Contacts</u>												
<u>Contracts/Agreements Module</u> <u>Add Contract/Agreement</u> <u>Search Contract/Agreement</u> <u>Contract Report</u> <u>Upcoming Termination Report</u> <u>Royalty/Reporting Requirements By Date</u> <u>Contracts By BellSouth Business Unit</u> <u>Financial Report By Period</u> <u>Financial Report By BellSouth Business Unit</u> <u>Action Report</u>		<u>Financial Report By Period</u> Period Covered By Report: Date Report Run: <table border="1"> <thead> <tr> <th><u>Contract Name</u></th> <th><u>BellSouth Business Unit</u></th> <th><u>Parties</u></th> <th><u>Amount Due</u></th> <th><u>Date Due</u></th> <th><u>External Contact</u></th> </tr> </thead> <tbody> <tr> <td>Data</td> <td>Data</td> <td>Data</td> <td>Data</td> <td>Data</td> <td>Data</td> </tr> </tbody> </table>			<u>Contract Name</u>	<u>BellSouth Business Unit</u>	<u>Parties</u>	<u>Amount Due</u>	<u>Date Due</u>	<u>External Contact</u>	Data	Data	Data	Data	Data	Data
<u>Contract Name</u>	<u>BellSouth Business Unit</u>	<u>Parties</u>	<u>Amount Due</u>	<u>Date Due</u>	<u>External Contact</u>											
Data	Data	Data	Data	Data	Data											

Fig. 143

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
Financial Report By Bellsouth Business Unit			
Contracts/Agreements Module	<div>Agreement Type <input type="text"/> BellSouth BU <input type="text"/></div> <div>Period Covered By Report: <input type="text"/></div> <div>Start Date <input type="text"/> End Date <input type="text"/></div> <div>OR</div> <div>Time Period <input type="text"/></div> <div><input type="button" value="Search"/> <input type="button" value="Cancel"/></div>		
<div>Add Contract/Agreement</div> <div>Search Contract/Agreement</div> <div>Contract Report</div> <div>Upcoming Termination Report</div> <div>Royalty/Reporting</div> <div>Requirements By Date</div> <div>Contracts By BellSouth Business Unit</div> <div>Financial Report By Period</div> <div>Financial Report By BellSouth Business Unit</div> <div>Action Report Party Report</div>			

Fig. 144

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM									
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>				
<u>Contracts/Agreements Module</u>		<u>Financial Report By Bellsouth Business Unit</u>							
<u>Add Contract/Agreement</u> <u>Search Contract/Agreement</u> <u>Contract Report</u> <u>Upcoming Termination Report</u> <u>Royalty/Reporting Requirements By Date</u> <u>Contracts By BellSouth Business Unit</u> <u>Financial Report By Period</u> <u>Financial Report By BellSouth Business Unit</u> <u>Action Report</u>		Period Covered By Report: Date Report Run: <div> <div>Parties</div> <div> <div>BellSouth Business Unit</div> <div>Agreement Name</div> <div>Expected Amount</div> <div>Actual Amount</div> <div>Date Due</div> <div>External Contact</div> </div> </div> <div> <div>Data</div> <div>Data</div> <div>Data</div> <div>Data</div> <div>Data</div> <div>Data</div> </div>							

Fig. 145

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts	
Contracts/Agreements Module	Action Report
Add Contract/Agreement Search Contract/Agreement Contract Report Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Business Unit Financial Report By Period Financial Report By BellSouth Business Unit Action Report	<div> <div> Agreement Type <input type="text"/> </div> <div> Action Type <input type="text"/> </div> <div> Period Covered By Report: </div> <div> Start Date <input type="text"/> </div> <div> OR </div> <div> Time Period <input type="text"/> </div> <div> Sort By: </div> <div> Sort 1: <input type="text"/> </div> <div> Sort 2: <input type="text"/> </div> <div> Sort 3: <input type="text"/> </div> <div> <input type="button" value="Search"/> <input type="button" value="Cancel"/> </div> </div> <div> <div> End Date <input type="text"/> </div> </div>

Fig. 146

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	
<div style="display: flex; justify-content: space-between; padding: 0 10px;"> IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts </div>	
<div style="border: 1px solid black; padding: 5px;"> <p style="margin: 0;"><u>Contracts/Agreements Module</u></p> <p style="margin: 5px 0;">Add Contract/Agreement</p> <p style="margin: 5px 0;">Search Contract/Agreement</p> <p style="margin: 5px 0;">Contract Reports</p> <p style="margin: 5px 0;">Upcoming Termination Report</p> <p style="margin: 5px 0;">Royalty/Reporting</p> <p style="margin: 5px 0;">Requirements By Date</p> <p style="margin: 5px 0;">Contracts By BellSouth</p> <p style="margin: 5px 0;">Business Unit</p> <p style="margin: 5px 0;">Financial Report By Period</p> <p style="margin: 5px 0;">Financial Report By BellSouth Business Unit</p> <p style="margin: 5px 0;">Action Report</p> <p style="margin: 5px 0;">Party Report</p> </div>	<div style="border: 1px solid black; padding: 5px;"> <p style="margin: 0;"><u>Action Report</u></p> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 45%;"> <p>Agreement Type </p> <p>Action Type </p> <p>Period Covered By Report: </p> <p>Start Date OR End Date </p> <p>Time Period </p> <p>Sort By:</p> <p>Sort 1: </p> <p>Sort 2: </p> <p>Sort 3: </p> </div> <div style="width: 50%; border: 1px solid black; padding: 5px; margin-top: 10px;"> <p style="margin: 0;"><input type="checkbox"/> Search</p> <p style="margin: 5px 0;">Internal Responsible Party</p> <p style="margin: 5px 0;">External Responsible Party</p> <p style="margin: 5px 0;">Due Date</p> <p style="margin: 5px 0;">Contract Name</p> </div> </div> </div>

Fig. 147

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM					
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u>	<u>Contacts</u>
<u>Contracts/Agreements Module</u>		<u>Action Report</u>			
<u>Add Contract/Agreement</u> <u>Search Contract/Agreement</u> <u>Contract Reports</u> <u>Upcoming Termination Report</u> <u>Royalty/Reporting Requirements By Date</u> <u>Contracts By BellSouth Business Unit</u> <u>Financial Report By Period</u> <u>Financial Report By BellSouth Business Unit</u> <u>Action Report</u> <u>Party Report</u>		Period Covered By Report: Date Report Run: <div> <u>Expected Due Date</u> <u>Agreement Name</u> <u>Action Type</u> <u>Expected Action</u> <u>Expected Amount</u> <u>Internal Contact</u> <u>External Contact</u> Data Data Data Data Data Data Data </div>			

Fig. 14B

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
Contracts/Agreements Module		Party Report	
Add Contract/Agreement Search Contract/Agreements Contract Reports Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Business Unit Financial Report By Period		Agreement Type <input type="text"/> Parties <input type="text"/> Add Party Period Covered By Report: Start Date <input type="text"/> End Date <input type="text"/> OR Time Period <input type="text"/> <input type="text"/> Search Cancel	

Fig. 149

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u> <u>Searching/Reporting</u> <u>Contacts</u>

<u>Contracts/Agreements Module</u>	<u>Party Report</u>												
<u>Add Contract/Agreement</u> <u>Search Contract/Agreements</u> <u>Contract Reports</u> <u>Upcoming</u> <u>Termination Report</u> <u>Rcvaltv/Reporting</u> <u>Requirements By</u> <u>Date</u> <u>Contracts By</u> <u>Bel South Business</u> <u>Unit</u> <u>Financial Report By</u> <u>Period</u>	Period Covered By Report: Date Report Run: <table> <tr> <td><u>Parties</u></td> <td><u>Agreement Name</u></td> <td><u>Bel South Business Unit</u></td> <td><u>Amount Due</u></td> <td><u>Date Due</u></td> <td><u>External Contact</u></td> </tr> <tr> <td>Data</td> <td>Data</td> <td>Data</td> <td>Data</td> <td>Data</td> <td>Data</td> </tr> </table>	<u>Parties</u>	<u>Agreement Name</u>	<u>Bel South Business Unit</u>	<u>Amount Due</u>	<u>Date Due</u>	<u>External Contact</u>	Data	Data	Data	Data	Data	Data
<u>Parties</u>	<u>Agreement Name</u>	<u>Bel South Business Unit</u>	<u>Amount Due</u>	<u>Date Due</u>	<u>External Contact</u>								
Data	Data	Data	Data	Data	Data								

Fig. 150

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM				
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u>	<u>Searching/Reporting</u> <u>Contacts</u>
<u>Searching/Reporting Module</u>		<u>Cross Module Searching</u>		
Contract Reports <u>Upcoming Termination Report</u> <u>Royalty/Reporting</u> <u>Requirements By Date</u> <u>Contracts By BellSouth Business Entity Report</u> <u>Financial Report By Period</u> <u>Financial Report By BellSouth Entity</u> <u>Action Report</u> <u>Party Report</u> Standard Project Reports <u>Top Deals</u> <u>Customer Report</u> <u>Remarketing Report</u> <u>Status Level Report</u> <u>BellSouth Entity Report</u>				

Fig. 151

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts			
<u>Reporting Module</u>	<u>Cross Module Searching</u>		
<div style="text-align: center;"> Contract Reports Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Entity Report Financial Report By Period Financial Report By BellSouth Entity </div>	<div style="text-align: center;"> <u>Output Display:</u> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <div>Item1 <input type="text"/></div> <div>Item2 <input type="text"/></div> <div>Item3 <input type="text"/></div> <div>Item4 <input type="text"/></div> <div>Item5 <input type="text"/></div> </div> <div style="margin-top: 10px;"> <u>Where:</u> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="border: 1px solid black; padding: 2px;">Operator <input type="text"/></div> <div style="border: 1px solid black; padding: 2px;">Criteria 1 <input type="text"/></div> <div style="border: 1px solid black; padding: 2px;">= <input type="text"/></div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="border: 1px solid black; padding: 2px;">Operator <input type="text"/></div> <div style="border: 1px solid black; padding: 2px;">Criteria 2 <input type="text"/></div> <div style="border: 1px solid black; padding: 2px;">= <input type="text"/></div> </div> <div style="margin-top: 20px; display: flex; justify-content: center; gap: 20px;"> <div style="border: 1px solid black; padding: 5px 10px;">Search</div> <div style="border: 1px solid black; padding: 5px 10px;">Cancel</div> </div> </div>		

Fig. 152

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Fig. 15

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

[IP Inventory](#)
[Product Inventory](#)
[Marketing](#)
[Contracts/Agreements](#)
[Searching/Reporting](#)
[Contacts](#)

Reporting Module

[Contract Reports](#)

[Upcoming](#)

[Termination](#)

[Report](#)

[Royalty/Reporting](#)

[Requirements By](#)

[Date](#)

[Contracts By](#)

[BellSouth Entity](#)

[Report](#)

[Financial Report](#)

[By Period](#)

[Financial Report](#)

[By BellSouth](#)

[Entity](#)

Cross Module Searching

Output Display:

Item1	Patents	Patent App#
Item2	Trademarks	Patent Docket #
Item3	Trade Secrets	Trademark Name
Item4	Copyrights	Trademark Application #
Item5	Products	Trademark Docket #
		Trade Secret Name
		Copyright Name
		BellSouth Entity
		Product Name
		BellSouth Business Unit

Where:

	Criteria 1		=
Operator and ▼	Criteria 2		=

Fig. 154

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM																																																															
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts																																																															
<div style="border: 1px solid black; padding: 5px;"> <p style="margin: 0;">Reporting Module</p> <p style="margin: 5px 0 0 0;">Contract Reports</p> <p style="margin: 0 0 0 20px;">Upcoming</p> <p style="margin: 0 0 0 20px;">Termination</p> <p style="margin: 0 0 0 20px;">Report</p> <p style="margin: 0 0 0 20px;">Royalty/Reporting</p> <p style="margin: 0 0 0 20px;">Requirements By</p> <p style="margin: 0 0 0 20px;">Date</p> <p style="margin: 0 0 0 20px;">Contracts By</p> <p style="margin: 0 0 0 20px;">BellSouth Entity</p> <p style="margin: 0 0 0 20px;">Report</p> <p style="margin: 0 0 0 20px;">Financial Report</p> <p style="margin: 0 0 0 20px;">By Period</p> <p style="margin: 0 0 0 20px;">Financial Report</p> <p style="margin: 0 0 0 20px;">By BellSouth</p> <p style="margin: 0 0 0 20px;">Entity</p> </div>	<div style="border: 1px solid black; padding: 5px;"> <p style="margin: 0;">Cross Module Searching</p> <p style="margin: 5px 0 0 0;"><u>Output Display:</u></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%; text-align: center;">Item1</td> <td style="width: 15%; text-align: center;">Patents</td> <td style="width: 15%; text-align: center;">Trademark Application #</td> <td style="width: 15%; text-align: center;">▲</td> </tr> <tr> <td style="text-align: center;">Item2</td> <td style="text-align: center;">Trademarks</td> <td style="text-align: center;">Trademark Docket #</td> <td style="text-align: center;">▼</td> </tr> <tr> <td style="text-align: center;">Item3</td> <td style="text-align: center;">Trade Secrets</td> <td style="text-align: center;">Trade Secret Name</td> <td style="text-align: center;">▼</td> </tr> <tr> <td style="text-align: center;">Item4</td> <td style="text-align: center;">Copyrights</td> <td style="text-align: center;">Copyright Name</td> <td style="text-align: center;">▼</td> </tr> <tr> <td style="text-align: center;">Item5</td> <td style="text-align: center;">Products</td> <td style="text-align: center;">BellSouth Entity</td> <td style="text-align: center;">▼</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: center;">Product Name</td> <td style="text-align: center;">▼</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: center;">BellSouth Business Unit</td> <td style="text-align: center;">▼</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: center;">Contacts</td> <td style="text-align: center;">▼</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: center;">Opportunity Name</td> <td style="text-align: center;">▼</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: center;">Agreement Name</td> <td style="text-align: center;">▼</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: center;">Agreement Type</td> <td style="text-align: center;">▼</td> </tr> <tr> <td style="text-align: center;">Criteria 1</td> <td></td> <td style="text-align: center;">BellSouth Business Unit</td> <td style="text-align: center;">=</td> </tr> <tr> <td style="text-align: center;">Criteria 2</td> <td></td> <td style="text-align: center;">BellSouth Business Unit</td> <td style="text-align: center;">=</td> </tr> </table> <p style="margin: 5px 0 0 0;">Where:</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%; text-align: center;">Operator and ▼</td> <td style="width: 15%; text-align: center;">Criteria 1</td> <td style="width: 15%; text-align: center;">▼</td> <td style="width: 15%; text-align: center;">▼</td> </tr> <tr> <td style="text-align: center;">Operator and ▼</td> <td style="text-align: center;">Criteria 2</td> <td style="text-align: center;">▼</td> <td style="text-align: center;">▼</td> </tr> </table> <div style="margin-top: 10px; text-align: right;"> <input type="button" value="Search"/> <input type="button" value="Cancel"/> </div> </div>			Item1	Patents	Trademark Application #	▲	Item2	Trademarks	Trademark Docket #	▼	Item3	Trade Secrets	Trade Secret Name	▼	Item4	Copyrights	Copyright Name	▼	Item5	Products	BellSouth Entity	▼			Product Name	▼			BellSouth Business Unit	▼			Contacts	▼			Opportunity Name	▼			Agreement Name	▼			Agreement Type	▼	Criteria 1		BellSouth Business Unit	=	Criteria 2		BellSouth Business Unit	=	Operator and ▼	Criteria 1	▼	▼	Operator and ▼	Criteria 2	▼	▼
Item1	Patents	Trademark Application #	▲																																																												
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Criteria 1		BellSouth Business Unit	=																																																												
Criteria 2		BellSouth Business Unit	=																																																												
Operator and ▼	Criteria 1	▼	▼																																																												
Operator and ▼	Criteria 2	▼	▼																																																												

Fig. 155

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM									
IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts									
Reporting Module	Cross Module Searching								
Contract Reports Upcoming Termination Report Royalty/Reporting Requirements By Date Contracts By BellSouth Entity Report Financial Report By Period Financial Report By BellSouth Entity Action Report Party Report Standard Project Reports Top Deals	Marketing <table border="1"> <tr> <td>Name</td> <td>Customer</td> </tr> <tr> <td>Data</td> <td>Data</td> </tr> </table> Contracts <table border="1"> <tr> <td>Name</td> <td>Parties</td> </tr> <tr> <td>Data</td> <td>Data</td> </tr> </table>	Name	Customer	Data	Data	Name	Parties	Data	Data
Name	Customer								
Data	Data								
Name	Parties								
Data	Data								

Fig. 156

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
<u>IP Inventory</u>	<u>Product Inventory</u>	<u>Marketing</u>	<u>Contracts/Agreements</u> <u>Searching/Reporting</u> <u>Contacts</u>
<u>View/Edit Contacts</u>	<u>View/Edit Contact</u>		
	<div>Search for Contact</div> <div>Add Contact</div>		

Fig. 157

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements
Searching/Reporting		Contacts	

<div style="text-align: center; border-bottom: 1px solid black; margin-bottom: 10px;"> Search for Contacts </div> <div> <div style="margin-bottom: 10px;">Company Name <input style="width: 100%;" type="text"/></div> <div style="margin-bottom: 10px;">BellSouth Sub-entity <input style="width: 100%;" type="text"/></div> <div style="margin-bottom: 10px;">Type <input style="width: 100%;" type="text" value="N/A"/></div> <div style="margin-bottom: 10px;">Events <input style="width: 100%;" type="text"/></div> </div>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%; text-align: center; padding: 5px;">Date</td> <td style="width: 25%; text-align: center; padding: 5px;">Comments</td> <td style="width: 50%; text-align: center; padding: 5px;">Attached Files</td> </tr> <tr> <td style="height: 40px;"></td> <td style="height: 40px;"></td> <td style="height: 40px;"></td> </tr> </table> <div style="margin-top: 10px; text-align: center;"> <input type="button" value="Add Event"/> <input type="button" value="Remove Event"/> </div> <div style="text-align: center; margin-top: 10px;"> Contacts </div>	Date	Comments	Attached Files			
Date	Comments	Attached Files					

<div style="text-align: center; border-bottom: 1px solid black; margin-bottom: 10px;"> Create Contacts </div> <div> <div style="margin-bottom: 10px;">View/Edit</div> <div style="margin-bottom: 10px;">Contacts</div> </div>	
---	--

Fig. 15A

REPLACEMENT SHEET

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Name

Title

Address1

State

Country

City

Phone

Address2

Zip

Date

Comments

Attached Files

Add Event

Remove Event

Search

Cancel

Fig. 159

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Fig. 191

Fig. 191

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
View/Edit Individual Contact			
Create Contacts			
View/Edit Contacts			
Name Carter Pate		Title Associate	
Address1 123 Smith Ave.		City New York	
State NJ		Zip 07000	
Country USE		Phone 201-596-8000	
Individual Contact Events			
Date		Comments	
2/20/2000		Meeting with Tom	
Attached Files		presentation.doc	
Edit			

Fig. 161

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements
		Searching/Reporting	Contacts
Create Contacts View/Edit Contacts	Add/Edit Individual Contact		
	<div><div><div><div><div><div>Name</div><div>Title</div><div>Address1</div><div>State</div></div><div><div>Country</div><div>City</div><div>Zip</div><div>Phone</div></div></div><div></div><div></div><div></div></div></div></div>		
	<div><div><div><div><div><div>Individual Contact Events</div><div>Date</div><div>Comments</div><div>Attached Files</div></div><div><div></div><div></div><div></div><div></div></div></div><div><div><div>Add Event</div><div>Remove Event</div></div><div><div>Search</div><div>Cancel</div></div></div></div></div></div>		

Fig. 162

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
View Contact			
Create Contacts			
View/Edit Contacts			
Company Name Company Name			
BellSouth Sub-entity Entity			
Type IP Group			
Events			
Date		Comments	Attached Files
Contacts			
Name Title Address1 Address2 City State Country Zip Phone Comments			
Edit			

Fig. 163

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY MANAGEMENT SYSTEM			
IP Inventory	Product Inventory	Marketing	Contracts/Agreements Searching/Reporting Contacts
<div><div>Add/Edit Contact</div></div>		<div><div>Company Name <input type="text"/></div><div>BellSouth Sub-entity Entity <input type="text"/></div><div>Type <input type="text" value="IP Group"/></div><div>Events</div><div><div><div>Date</div><div>Comments</div><div>Attached Files</div></div></div><div><div>Add Event</div><div>Remove Event</div></div></div>	
<div><div>Create Contacts</div><div>View/Edit Contacts</div></div>		<div><div>Contacts</div></div>	

Fig. 164

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Fig. 165

REPLACEMENT SHEET

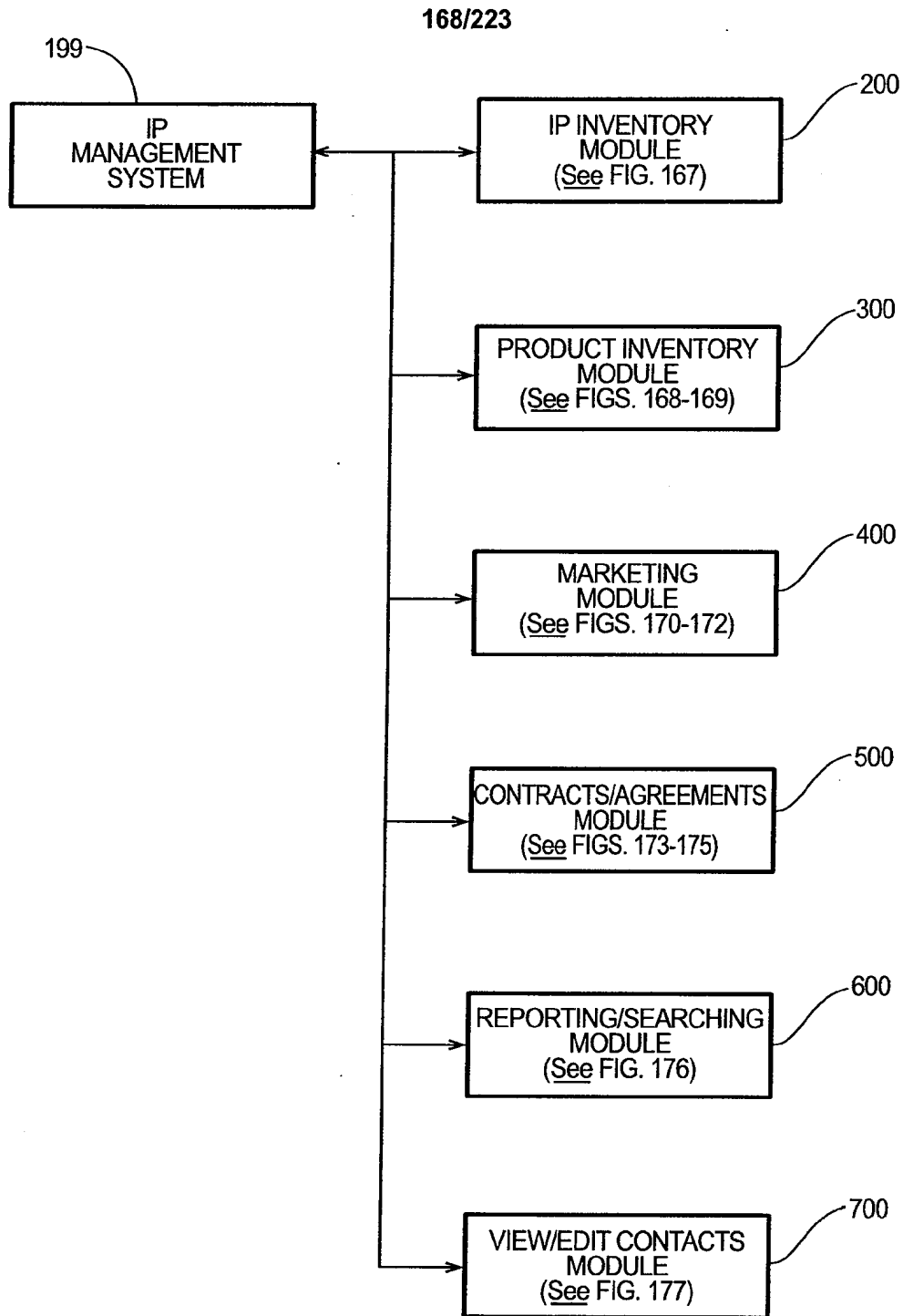


Fig. 166

REPLACEMENT SHEET

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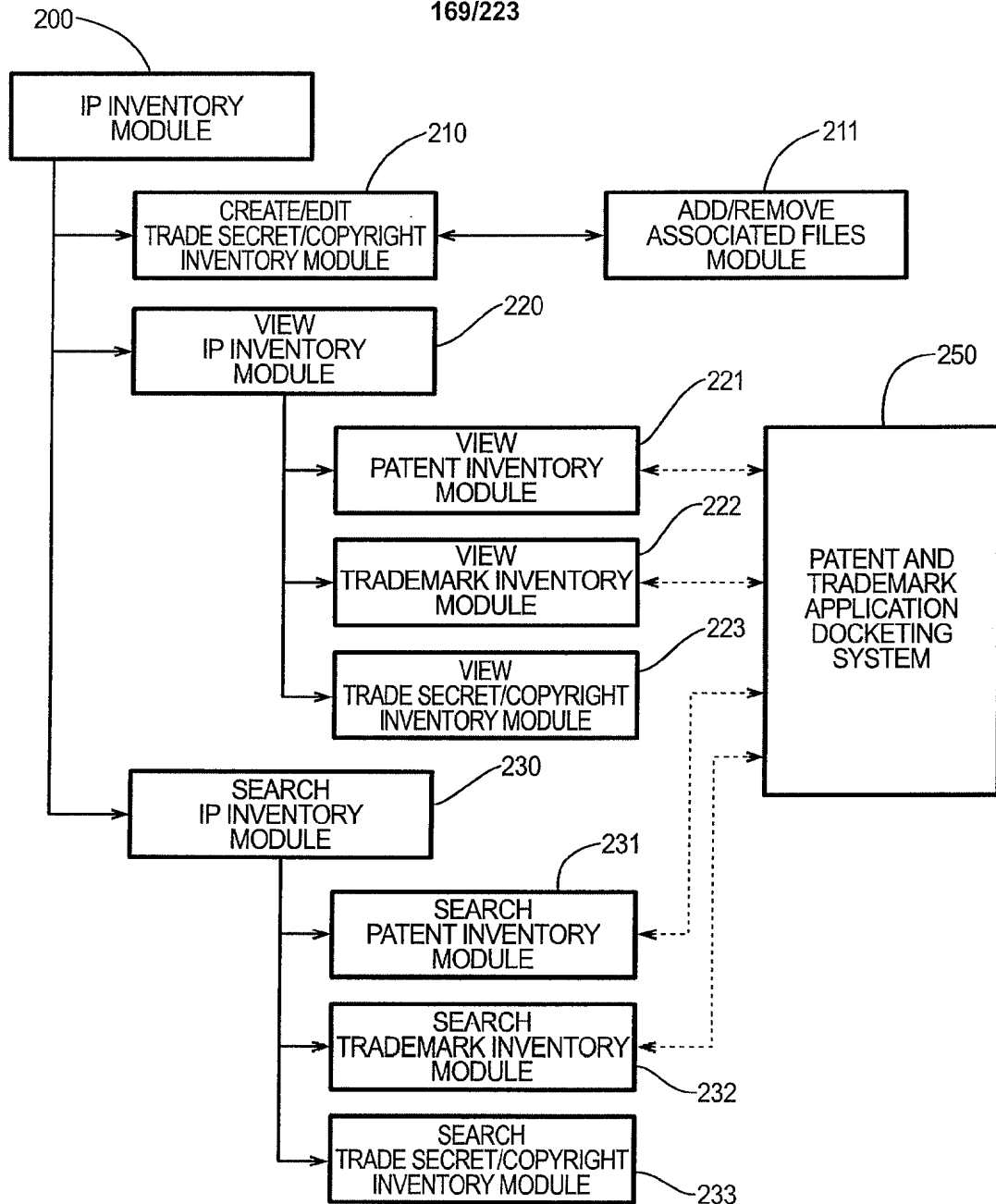
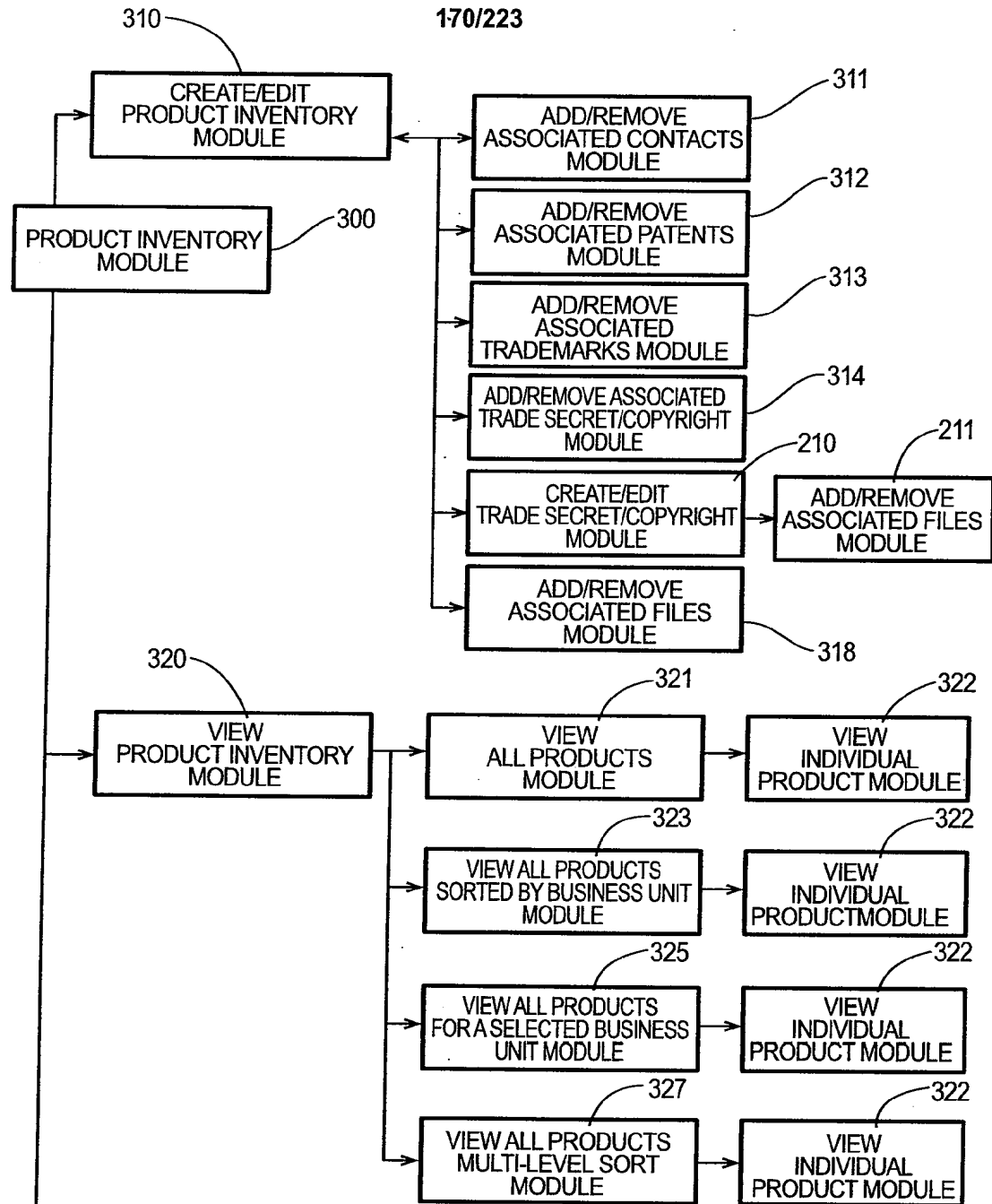


Fig. 161

REPLACEMENT SHEET



168A

Fig. 168

REPLACEMENT SHEET

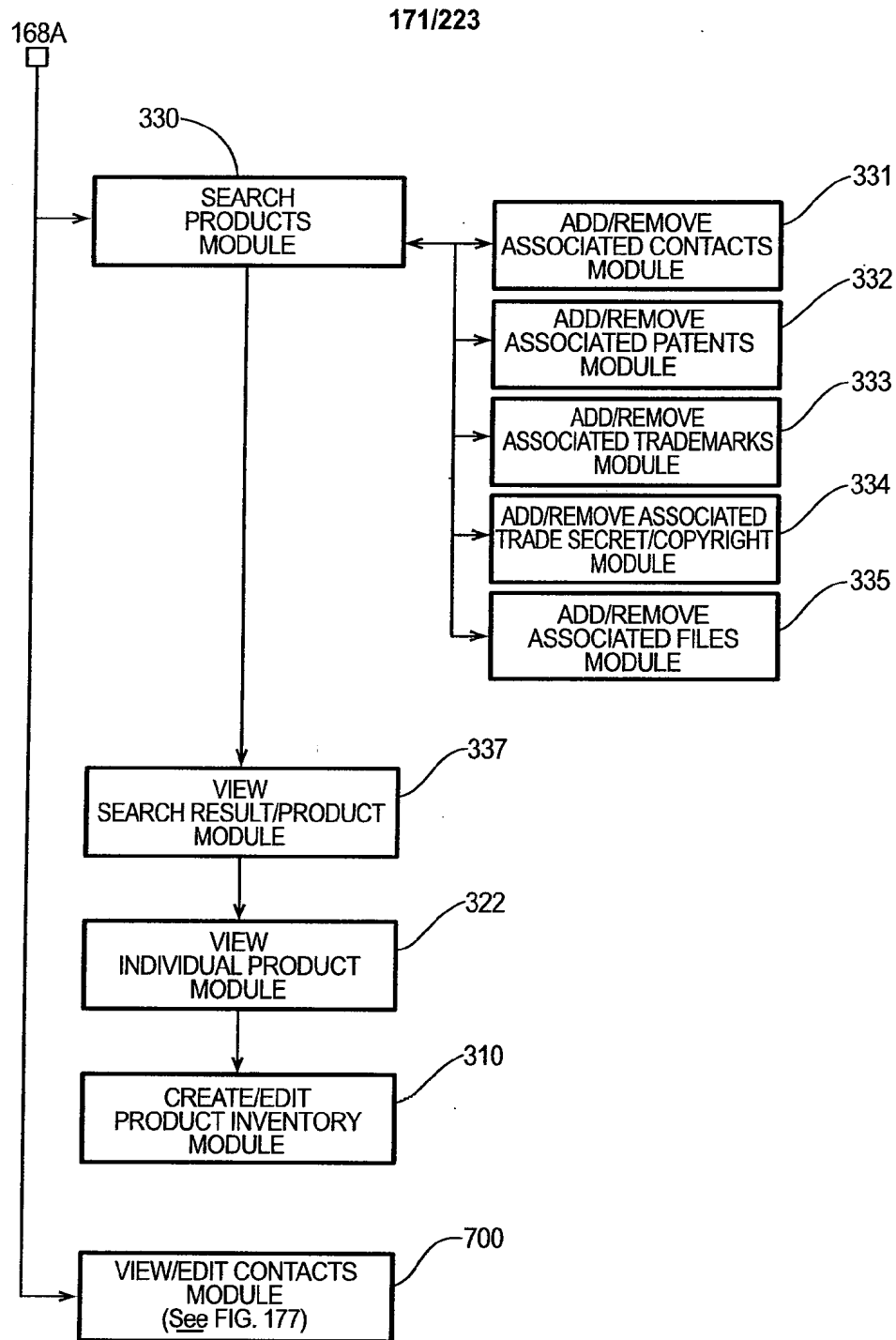
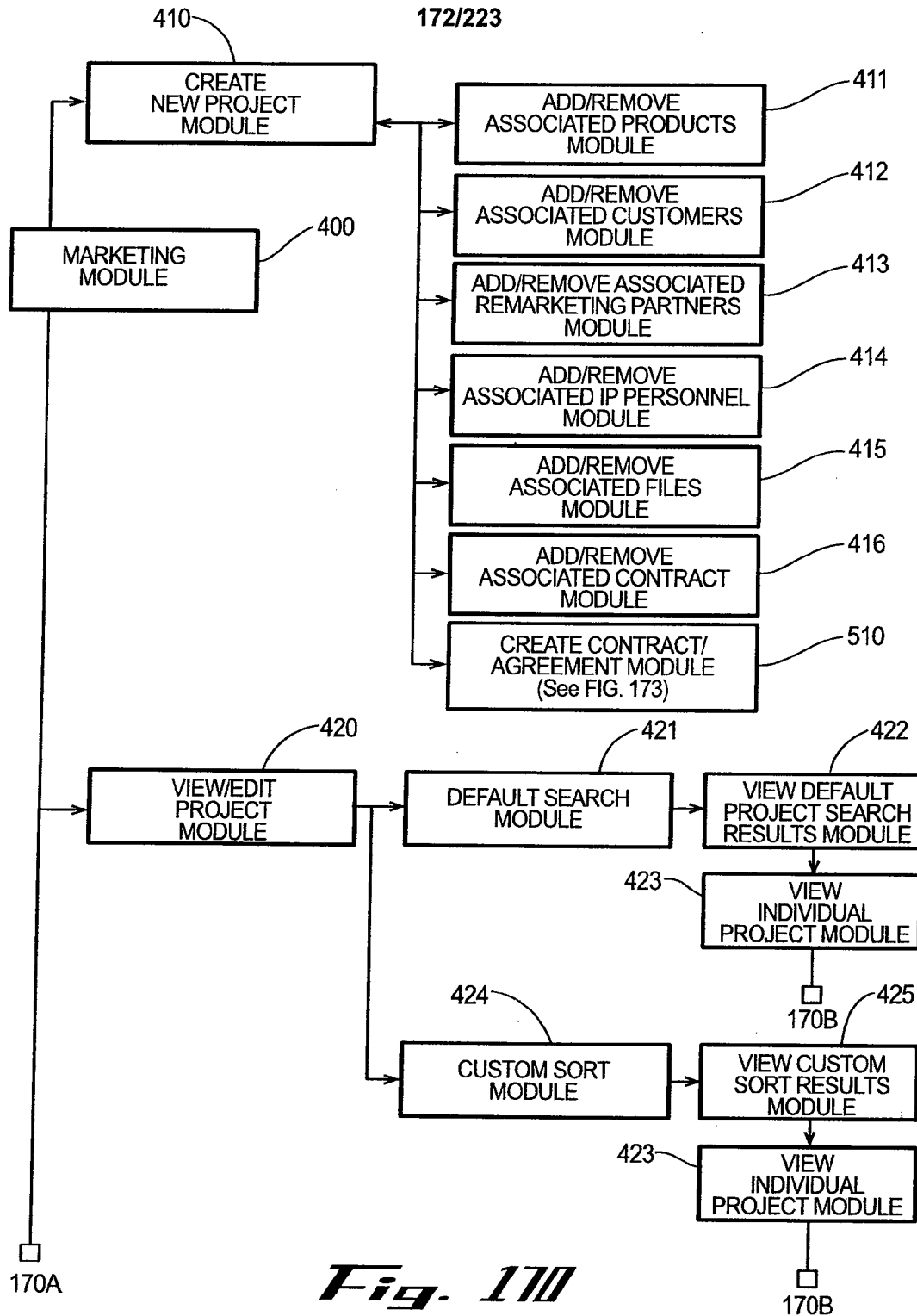


Fig. 169

REPLACEMENT SHEET



REPLACEMENT SHEET

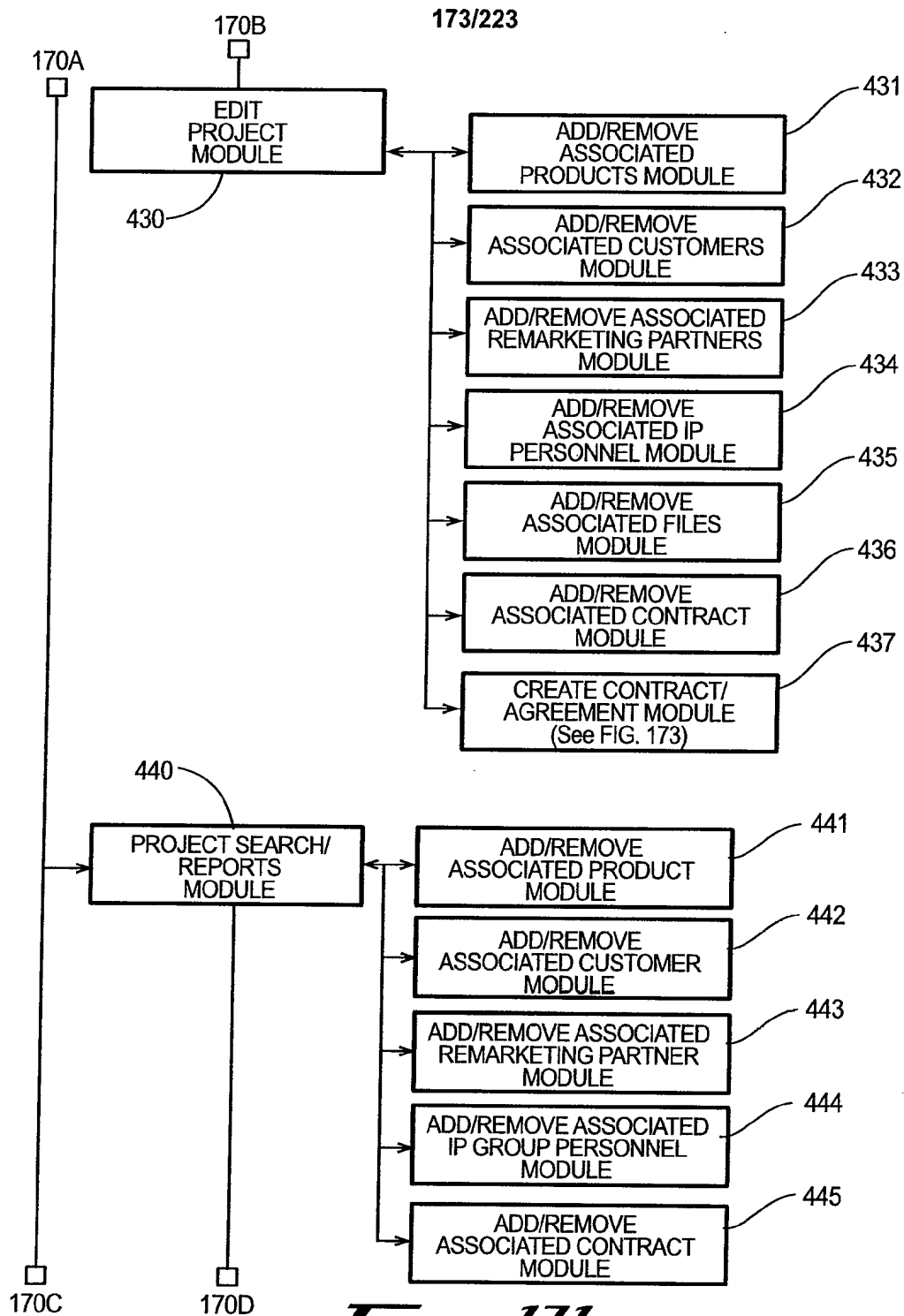
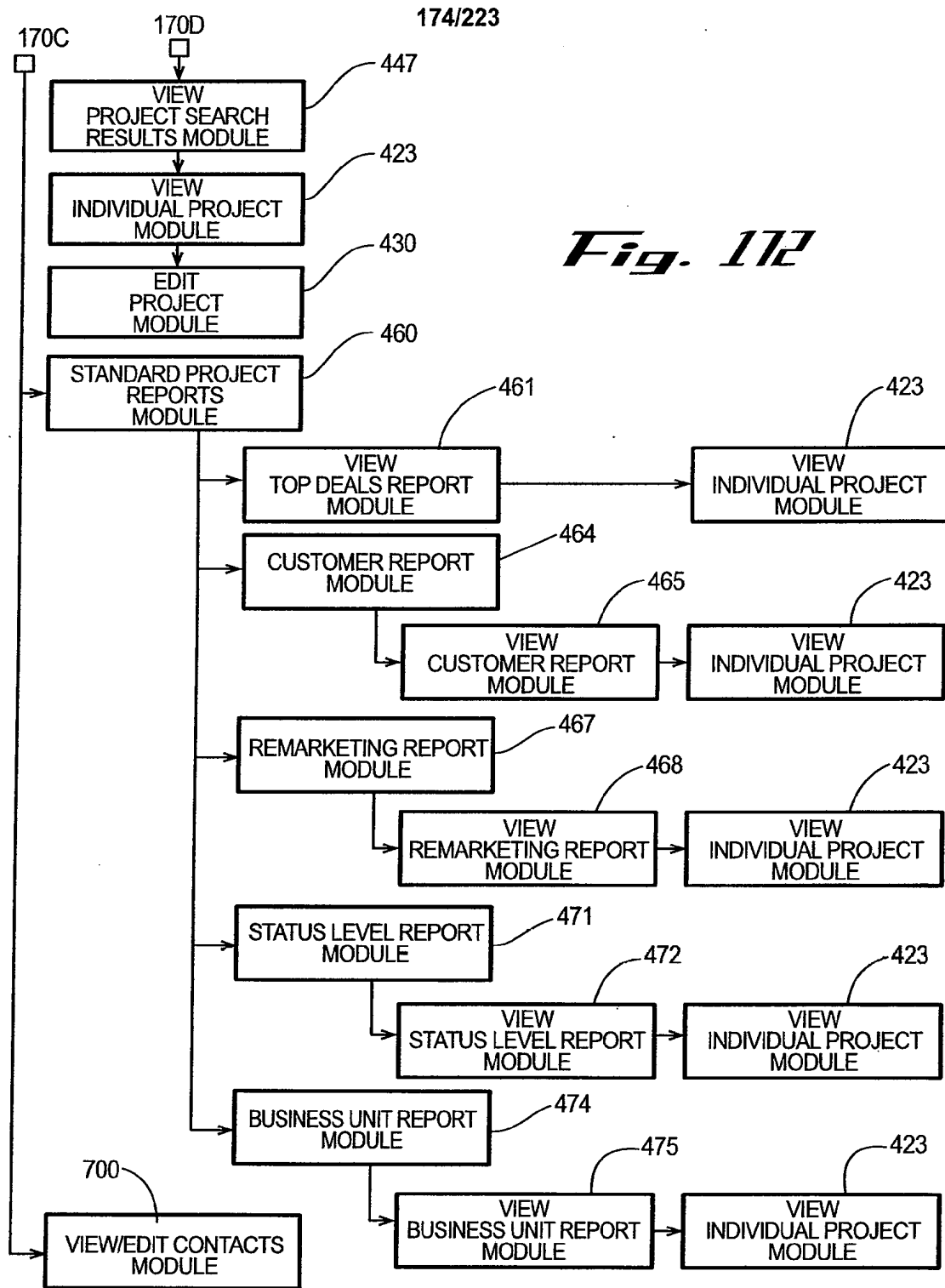


Fig. 111

REPLACEMENT SHEET



REPLACEMENT SHEET

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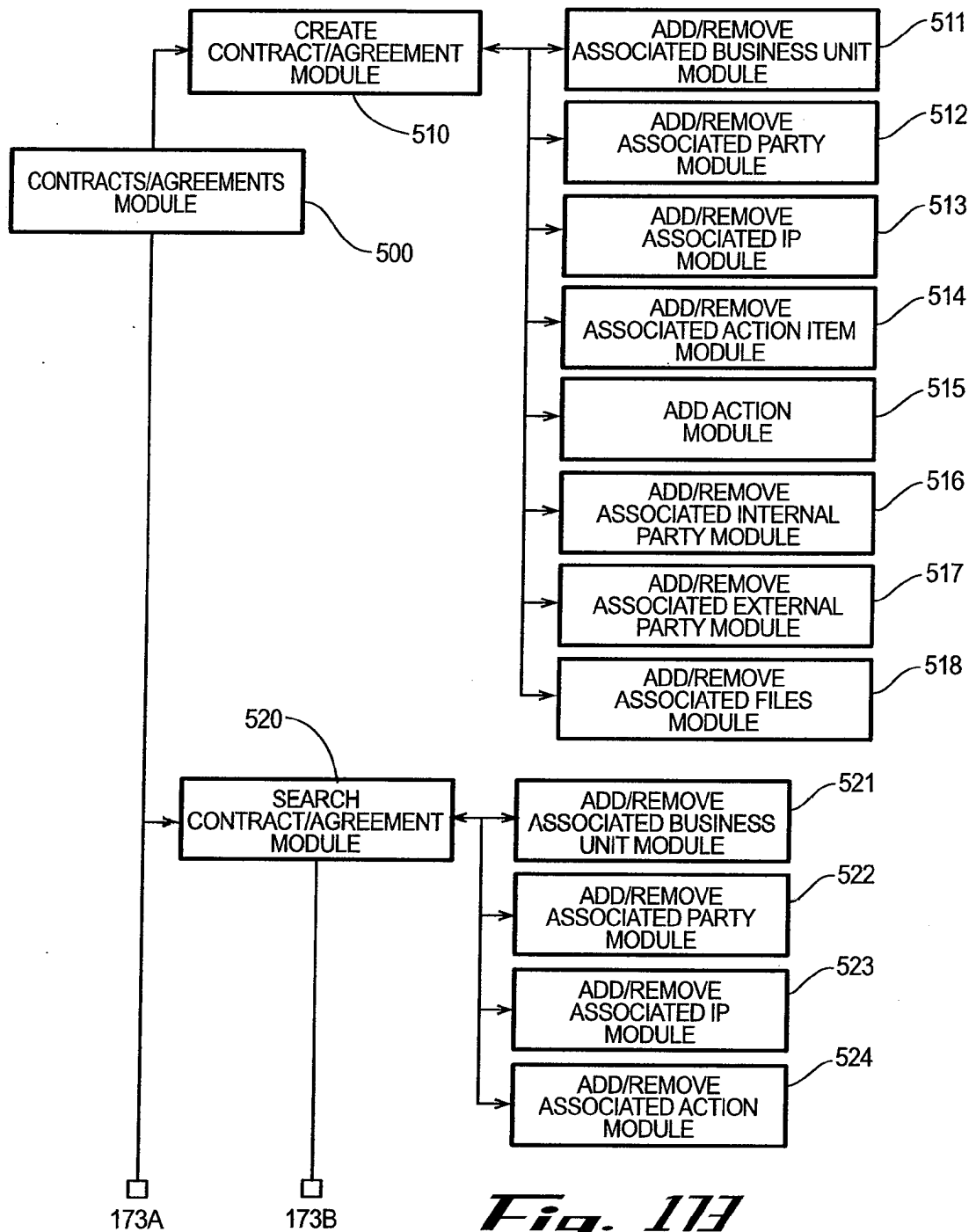


Fig. 113

REPLACEMENT SHEET

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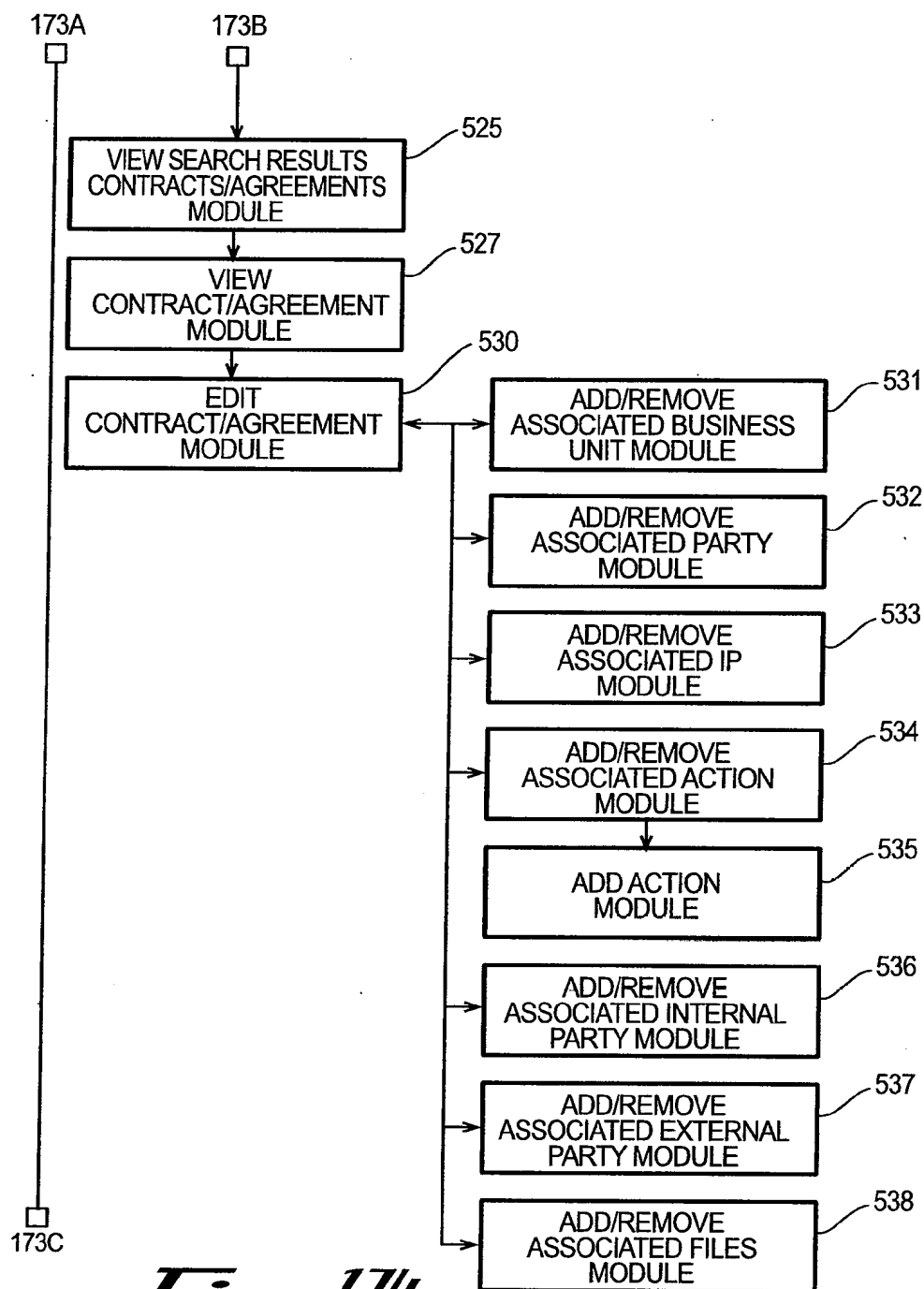
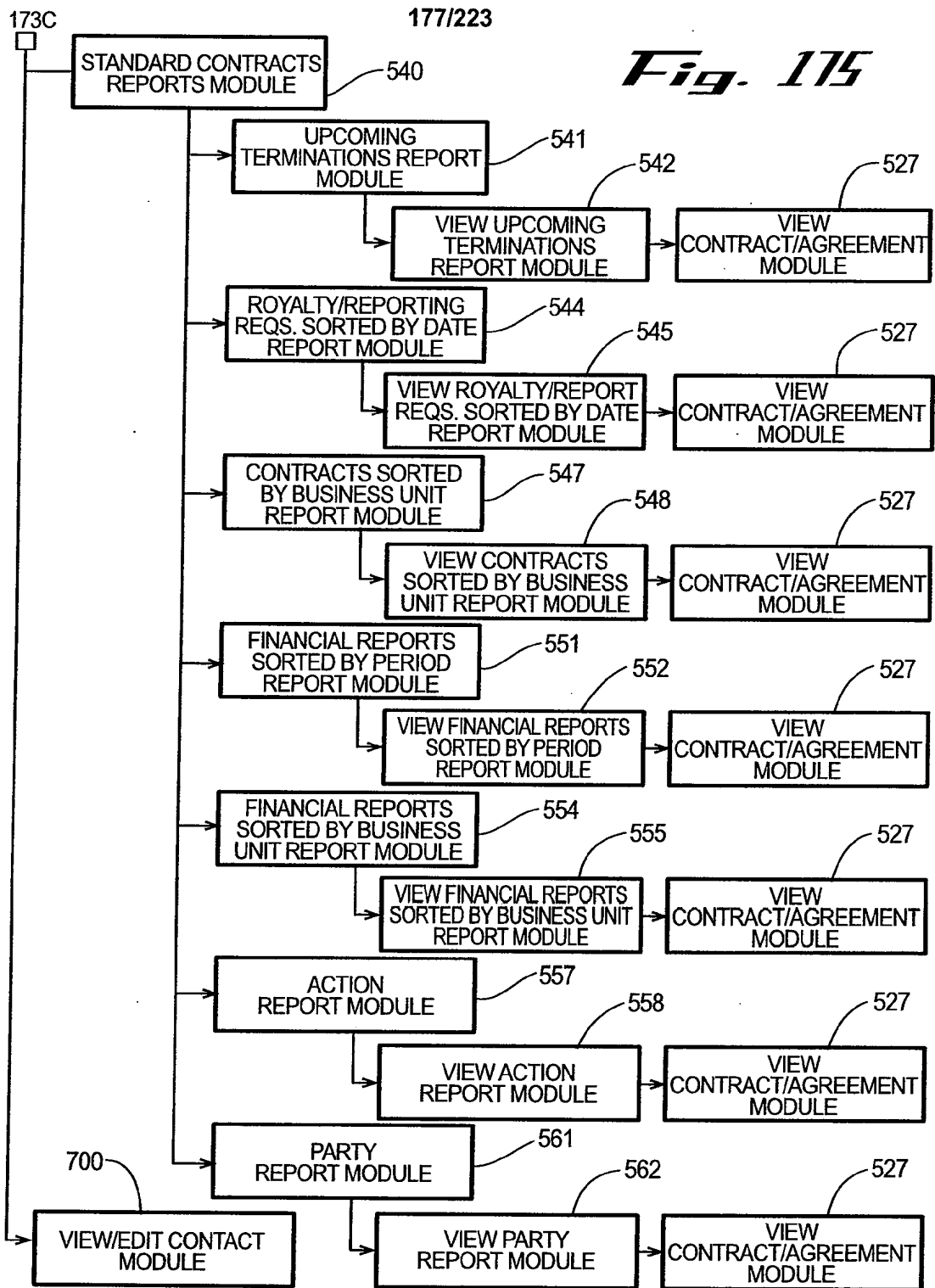
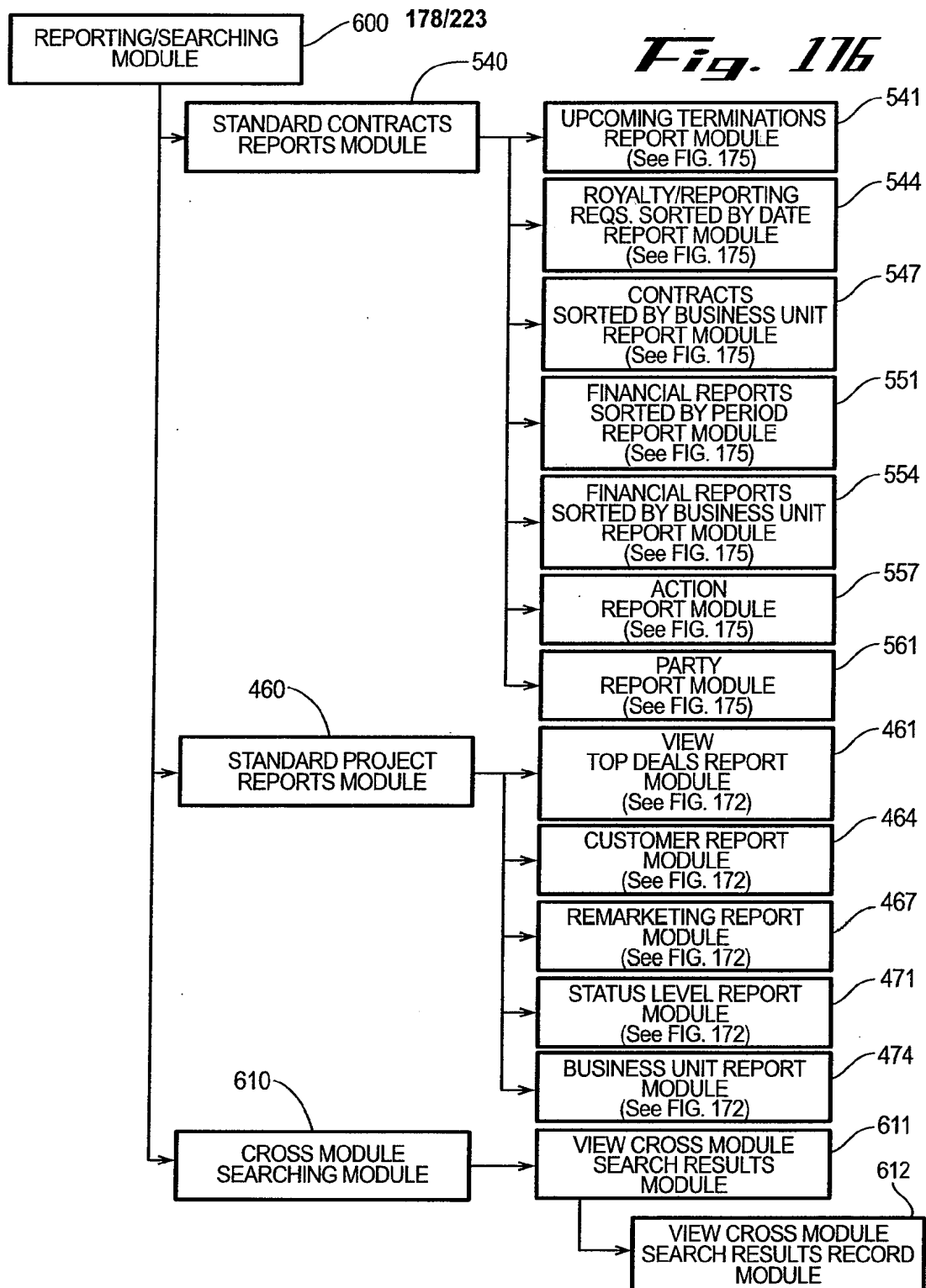


Fig. 174

REPLACEMENT SHEET



REPLACEMENT SHEET



REPLACEMENT SHEET

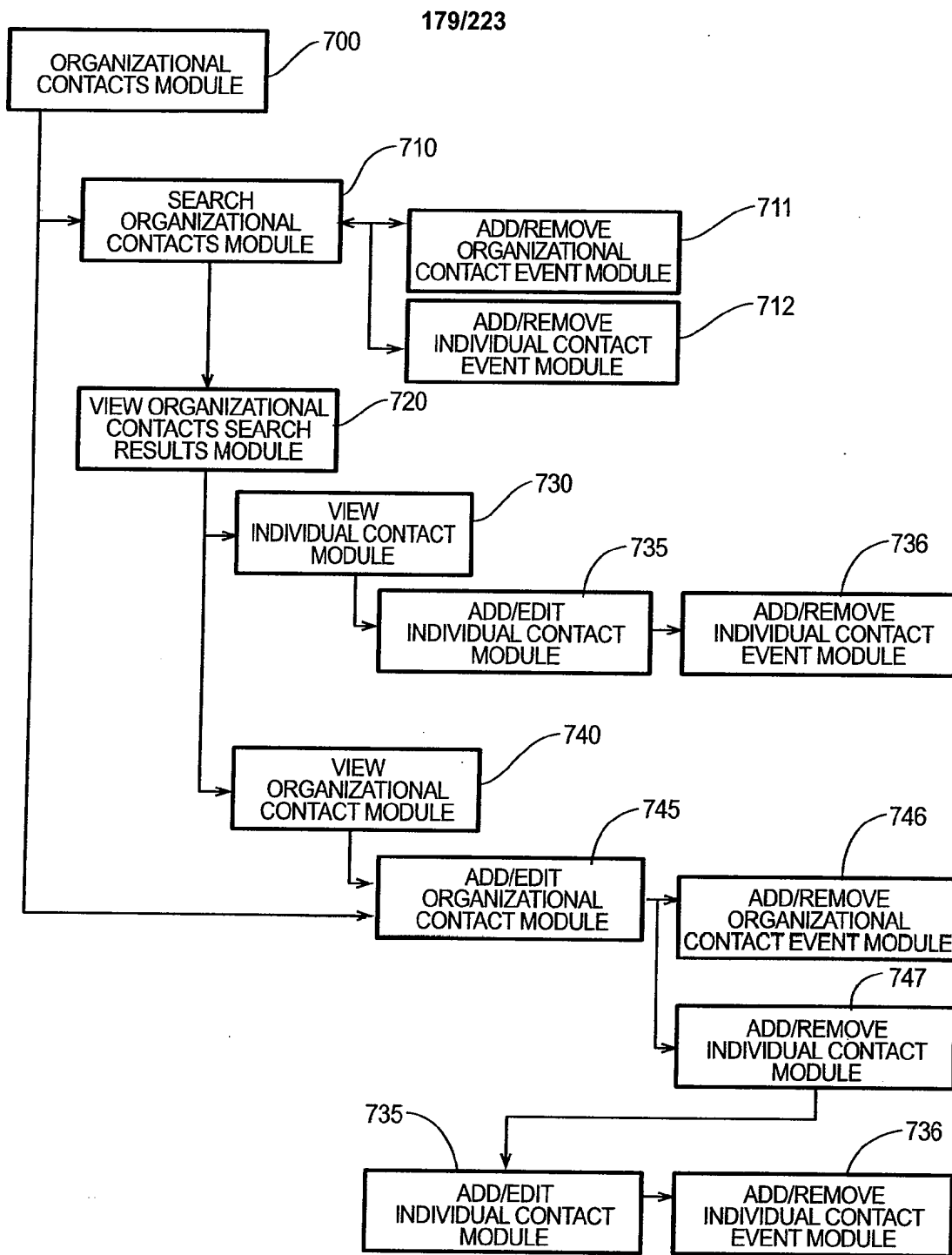


Fig. 111

REPLACEMENT SHEET

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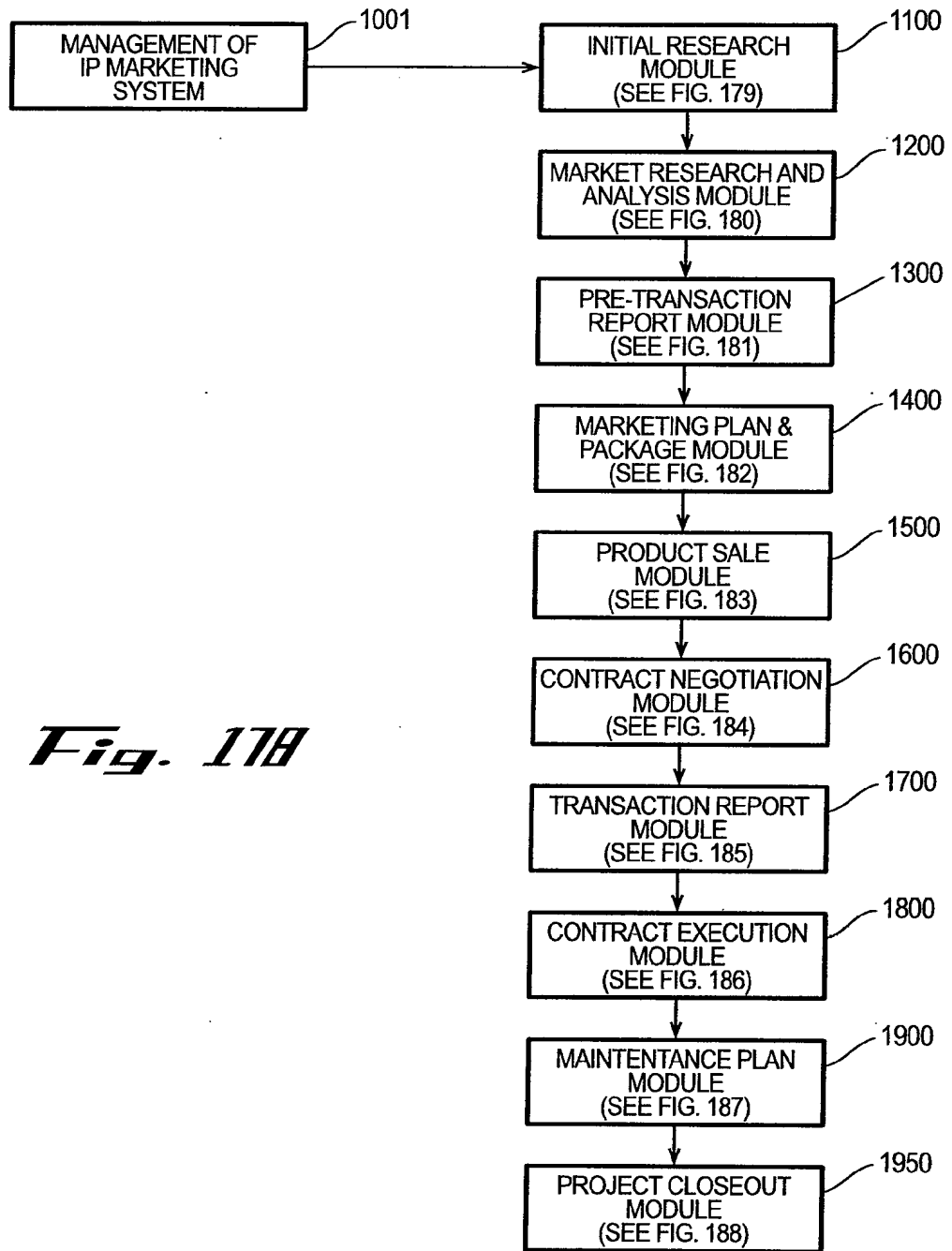


Fig. 11A

REPLACEMENT SHEET

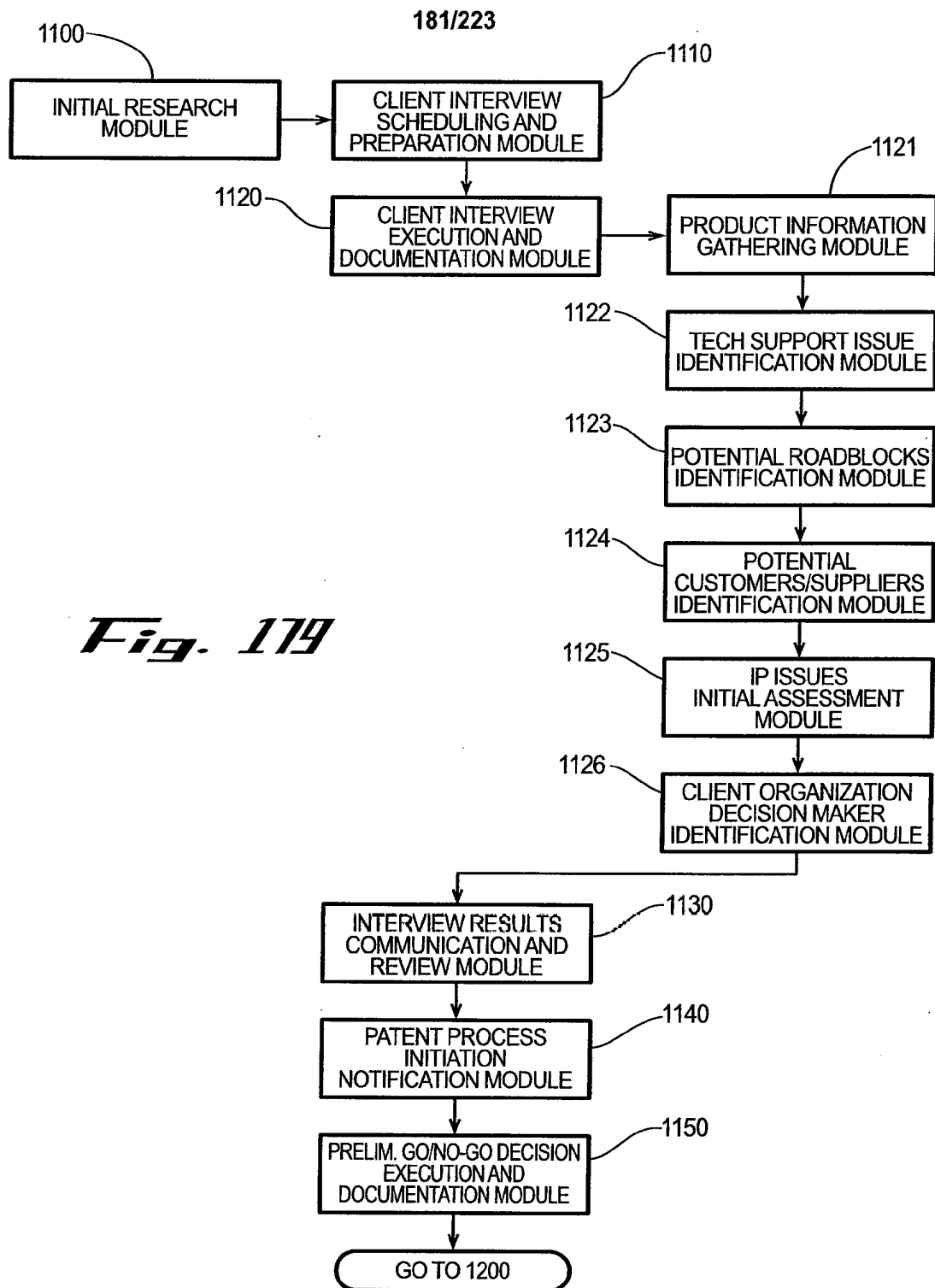


Fig. 119

REPLACEMENT SHEET

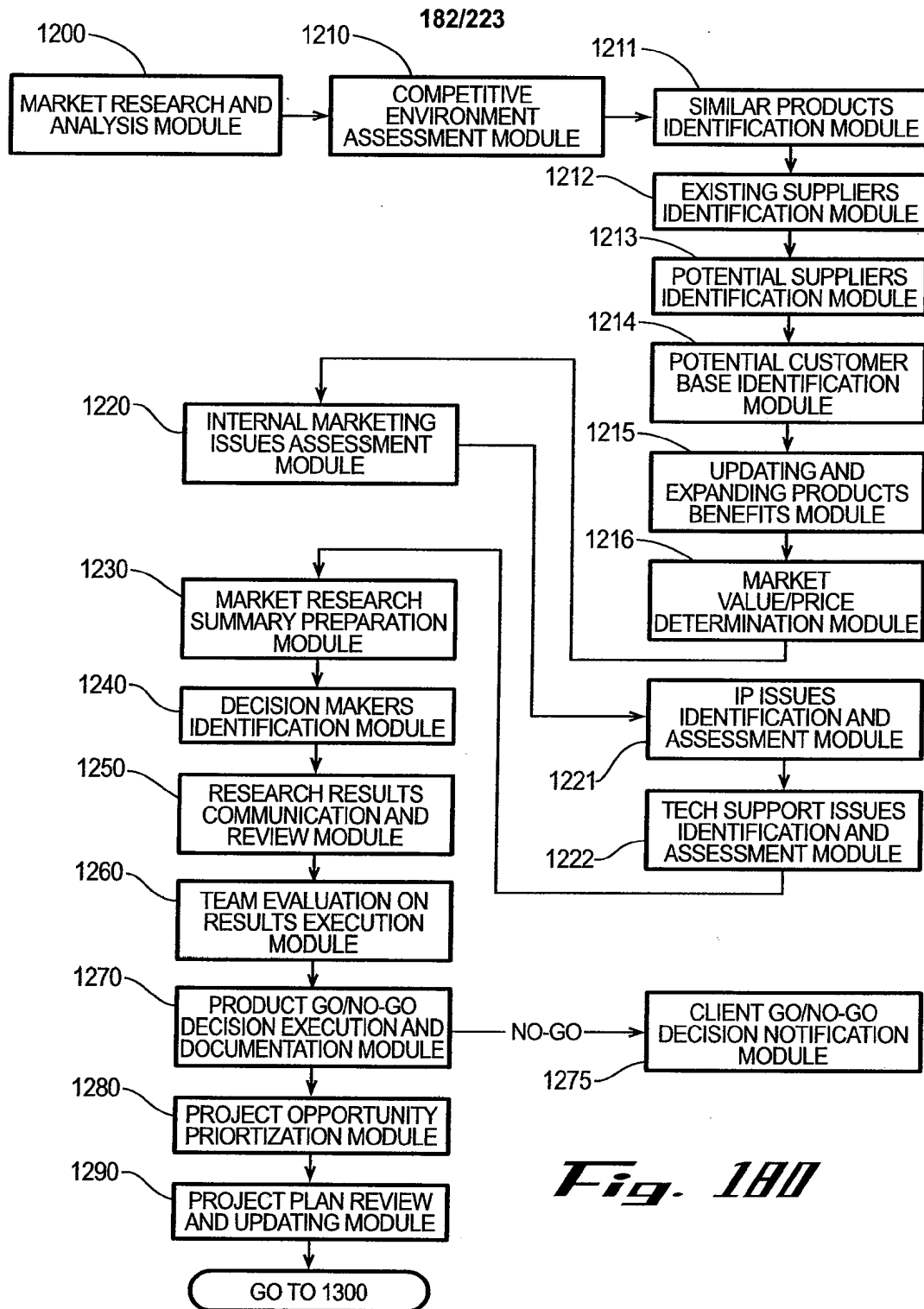


Fig. 180

REPLACEMENT SHEET

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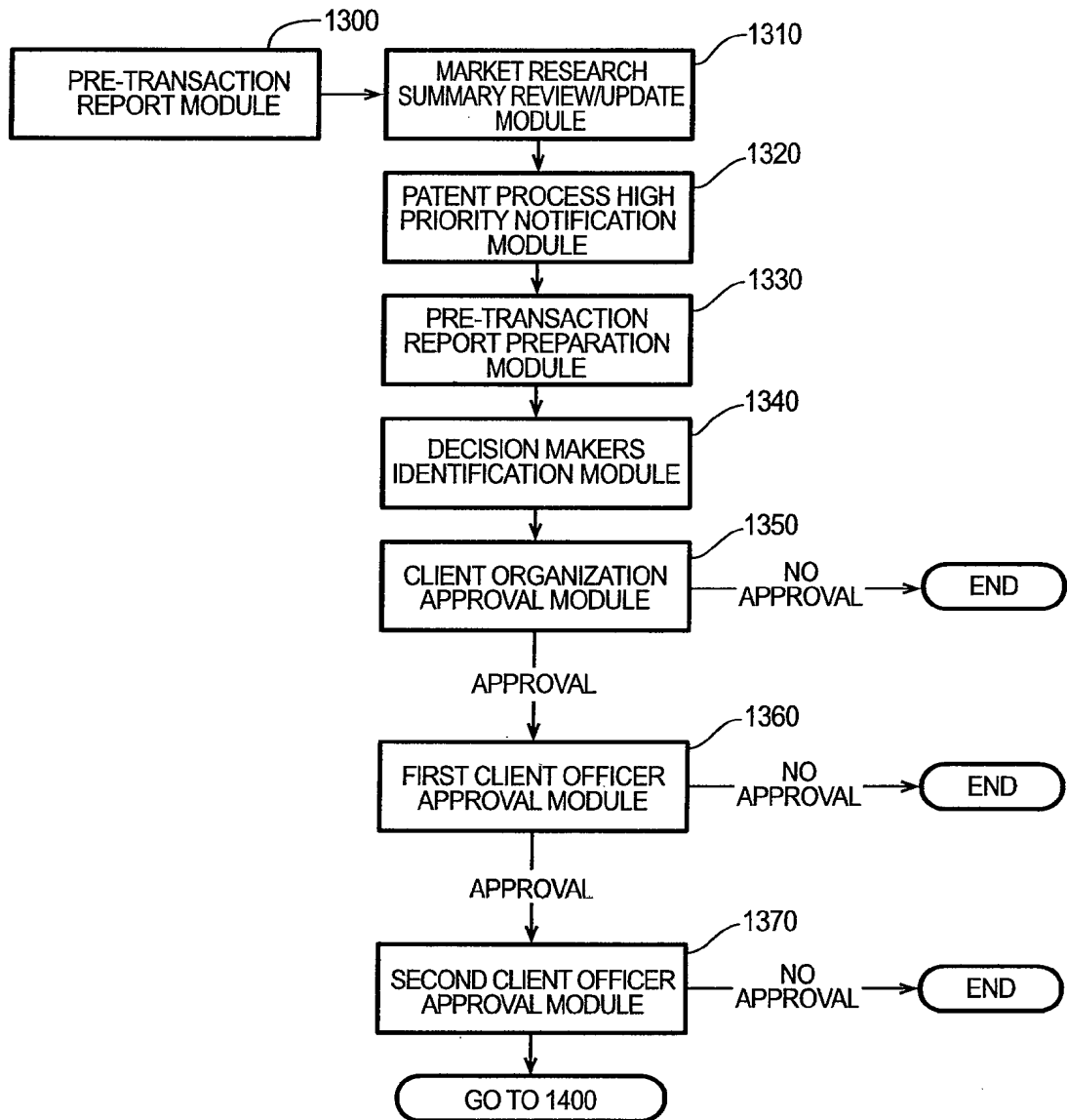


Fig. 181

REPLACEMENT SHEET

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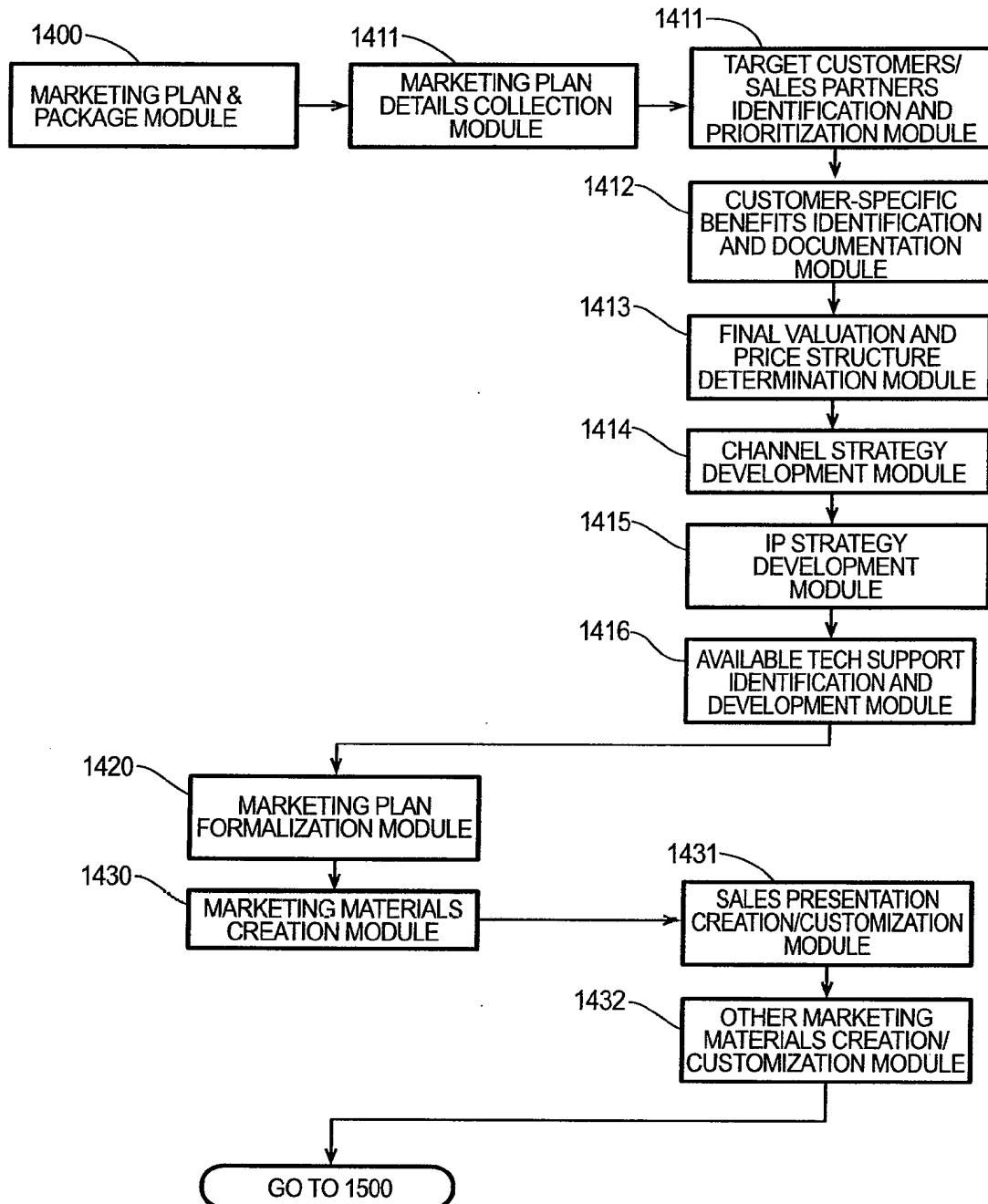


Fig. 182

REPLACEMENT SHEET

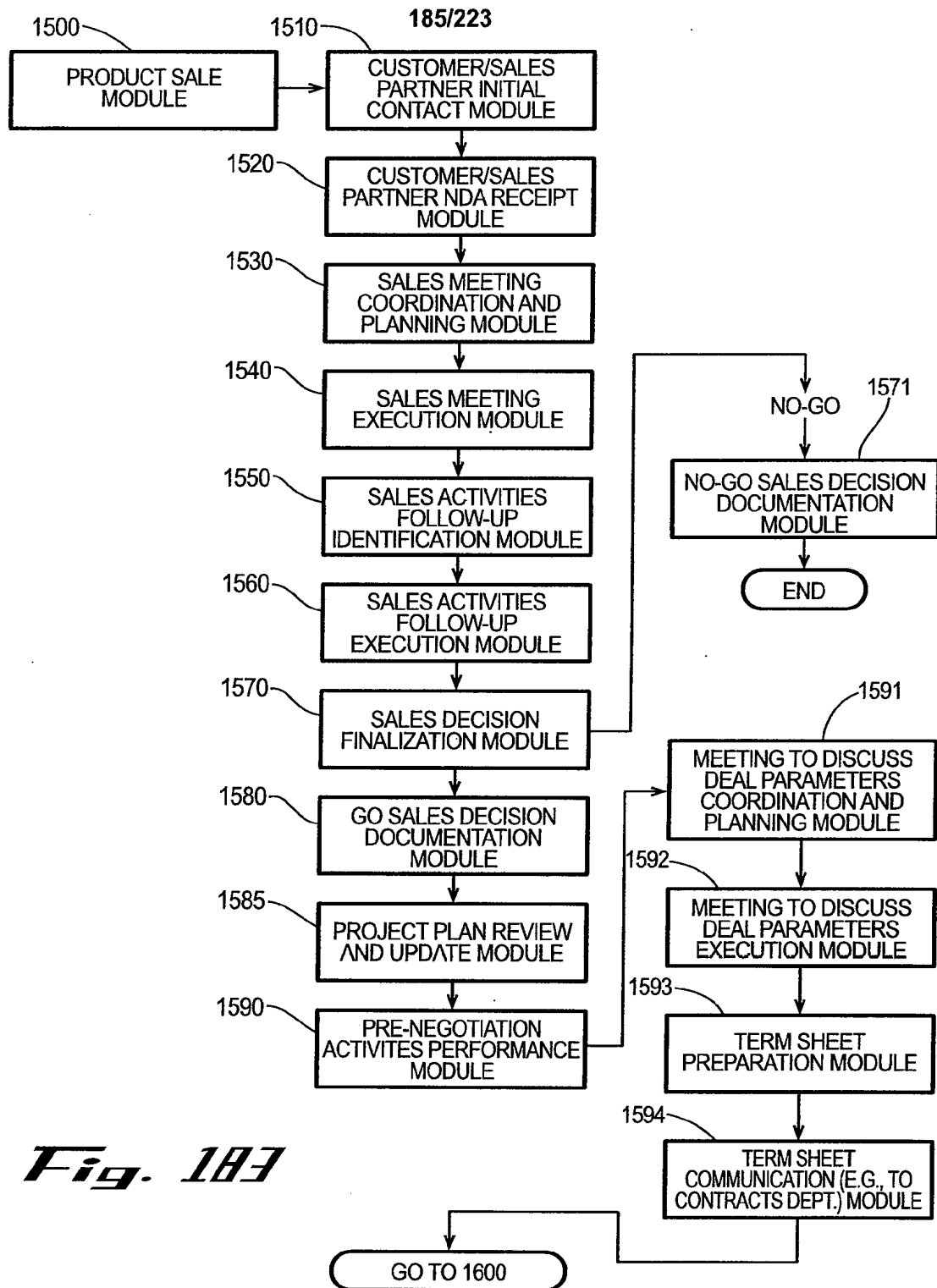
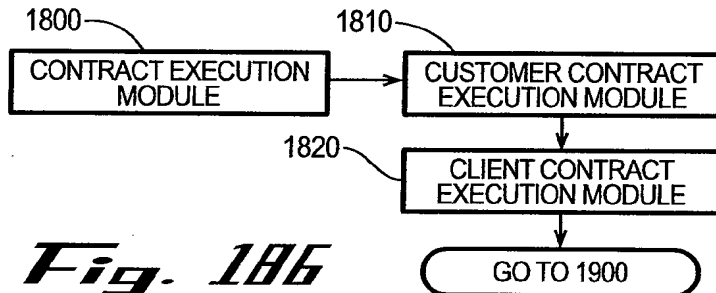
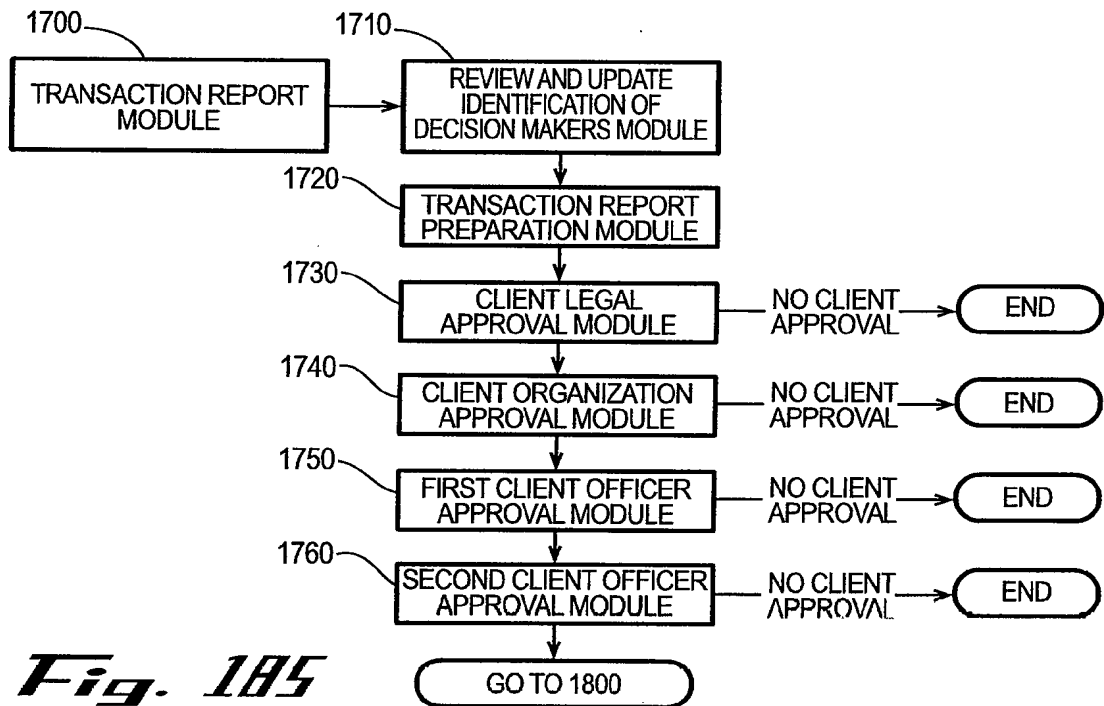
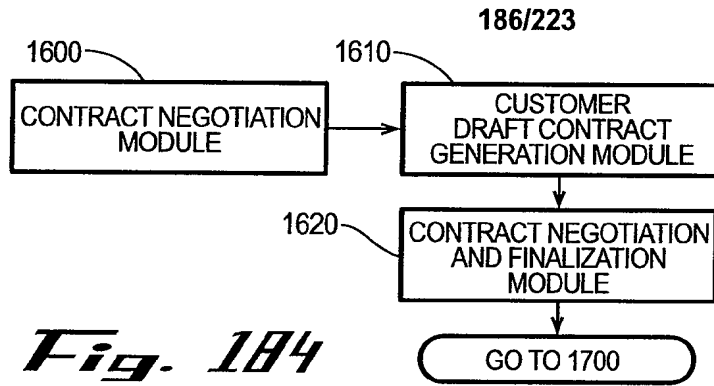
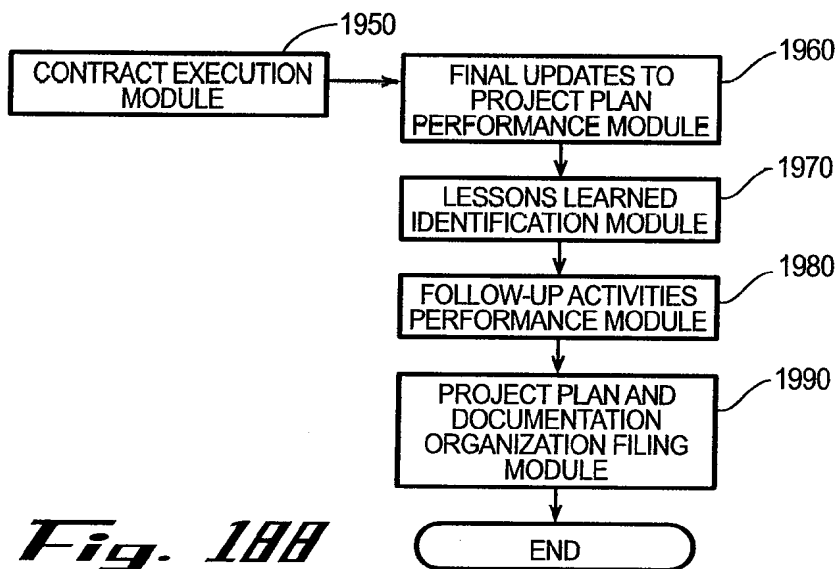
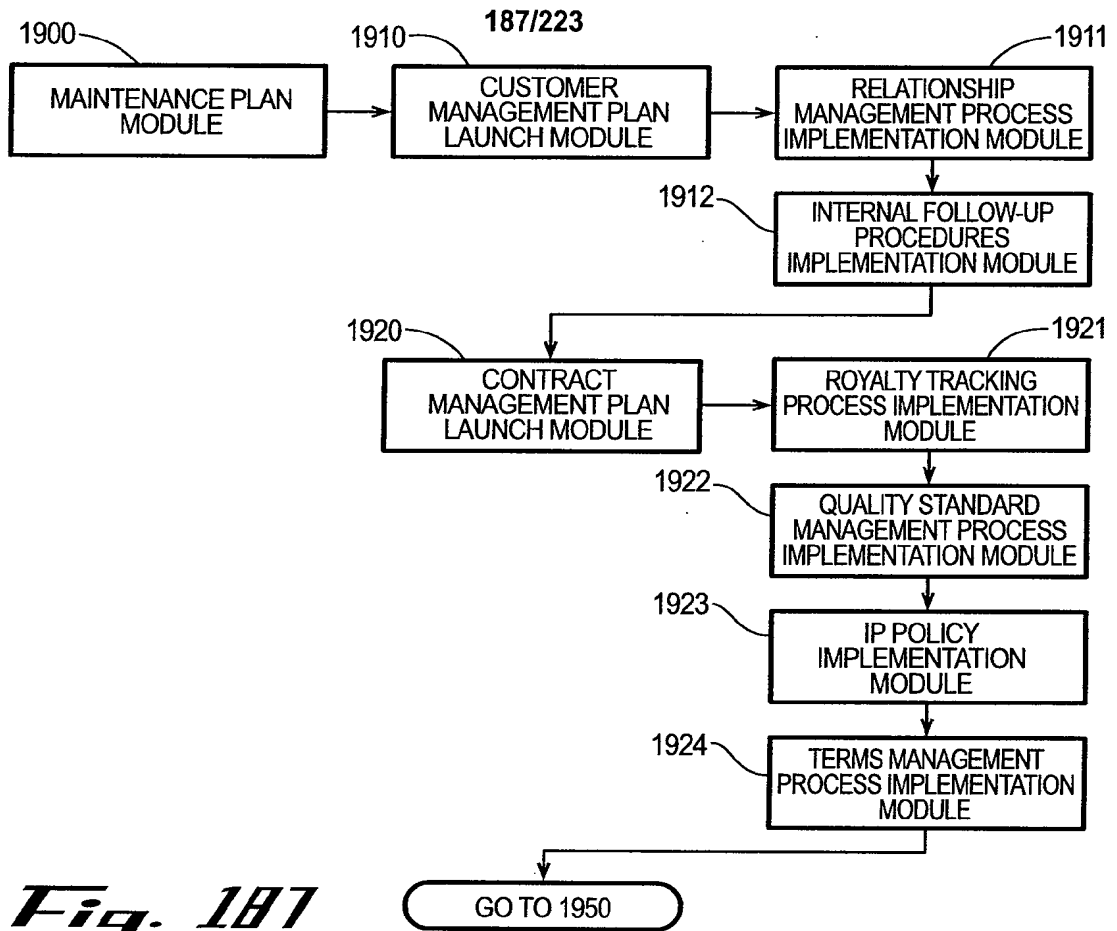


Fig. 183

REPLACEMENT SHEET



REPLACEMENT SHEET



REPLACEMENT SHEET

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Project Template Project Plan										
ID	WBS	Task Name	Duration	Start	Finish	Pred	Succ	% Comp	Del	Resources
1		1 Conduct initial research	5 days	Mon 1/3/00	Fri 1/7/00			0%	No	Product Mgr
13		2 Conduct market research and analysis	10 days	Mon 1/10/00	Fri 1/21/00			0%	No	Mktg Analyst
31		3 Complete and approve pre-transaction report (PTR)	15 days	Mon 1/24/00	Fri 2/11/00			0%	No	Product Mgr
39		4 Develop marketing plan & package	15 days	Mon 1/24/00	Fri 2/11/00			0%	No	Mktg/Sales Rep
51	◆	5 Sell product	50 days	Mon 2/14/00	Fri 4/21/00			0%	No	Mktg/Sales Rep
66		6 Negotiate contract	50 days	Mon 4/24/00	Fri 6/30/00			0%	No	Contract Mgr
69		7 Complete & approve transaction report (TR)	15 days	Mon 7/3/00	Fri 7/21/00			0%	No	Contract Mgr
78		8 Execute contract	10 days	Mon 7/24/00	Fri 8/4/00			0%	No	Contract Mgr
79		9 Set up maintenance plan	5 days	Mon 8/7/00	Fri 8/11/00		89	0%	No	Mktg/Sales Rep
88	◆	10 Close out project	5 days	Mon 8/14/00	Fri 8/18/00			0%	Yes	Project Lead

Project Template, Draft - Mon 3/27/00

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Fig. 189

REPLACEMENT SHEET

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Project Template Project Plan	
51	Sell product
	At this point, duplicate project plan for each target customer for the specified product.
88	Close out project
	Project may potentially end any one of several points within project plan. Must complete close out tasks at where ever project end falls within project plan.
Project Template, Draft - Mon 3/27/00	
Page 2 of 2	

Fig. 190

REPLACEMENT SHEET

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Project Template Project Plan											
ID	WBS	Task Name	Duration	Start	Finish	Pred	Succ	% Comp	Del	Resources	
1	1	Conduct Initial research	5 days	Mon 1/3/00	Fri 1/7/00			0%	No	Product Mgr	
2	1.1	Schedule & prepare for client interview	1 day	Mon 1/3/00	Mon 1/3/00		3	0%	No	Product Mgr	
3	1.2	Conduct & document client interview	1 day	Tue 1/4/00	Tue 1/4/00	2	10,11	0%	No	Product Mgr	
4	1.2.1	Gather product information	1 day	Tue 1/4/00	Tue 1/4/00			0%	No	Product Mgr	
5	1.2.2	ID tech support issues	1 day	Tue 1/4/00	Tue 1/4/00			0%	No	Product Mgr	
6	1.2.3	ID potential roadblocks	1 day	Tue 1/4/00	Tue 1/4/00			0%	No	Product Mgr	
7	1.2.4	ID potential customers/suppliers	1 day	Tue 1/4/00	Tue 1/4/00			0%	No	Product Mgr	
8	1.2.5	Perform initial assessment of IP issues	1 day	Tue 1/4/00	Tue 1/4/00			0%	No	Product Mgr	
9	1.2.6	ID client organization decision makers	1 day	Tue 1/4/00	Tue 1/4/00			0%	No	Product Mgr	
10	1.3	Communicate and review interview results	2 days	Wed 1/5/00	Thu 1/6/00	3	12	0%	No	Product Mgr	
11	1.4	Notify IPMAN to begin patent process	1 day	Wed 1/5/00	Wed 1/5/00	3		0%	Yes	Product Mgr	
12	1.5	Make & document prelim go/no-go decision	1 day	Fri 1/7/00	Fri 1/7/00	10	25,14,21	0%	Yes	Product Mgr	
13	2	Conduct market research and analysis	10 days	Mon 1/10/00	Fri 1/21/00			0%	No	Mkt Analyst	
14	2.1	Assess competitive environment	4 days	Mon 1/10/00	Thu 1/13/00	12	24	0%	No	Mkt Analyst	
15	2.1.1	ID similar products	4 days	Mon 1/10/00	Thu 1/13/00			0%	No	Mkt Analyst	
16	2.1.2	ID existing suppliers	4 days	Mon 1/10/00	Thu 1/13/00			0%	No	Mkt Analyst	
17	2.1.3	ID potential suppliers	4 days	Mon 1/10/00	Thu 1/13/00			0%	No	Mkt Analyst	
18	2.1.4	ID potential customer base	4 days	Mon 1/10/00	Thu 1/13/00			0%	No	Mkt Analyst	
19	2.1.5	Update & expand product benefits	4 days	Mon 1/10/00	Thu 1/13/00		41	0%	No	Mkt Analyst	
20	2.1.6	Determine market value/price	4 days	Mon 1/10/00	Thu 1/13/00			0%	No	Mkt Analyst	
21	2.2	Assess Internal marketing issues	4 days	Mon 1/10/00	Thu 1/13/00	12	24	0%	No	Product Mgr	
22	2.2.1	ID & assess IP issues	4 days	Mon 1/10/00	Thu 1/13/00			0%	No	Product Mgr	
23	2.2.2	ID & assess tech support issues	4 days	Mon 1/10/00	Thu 1/13/00			0%	No	Product Mgr	
Project Template, Draft - Mon 3/27/00											Page 1 of 6

Fig. 191

REPLACEMENT SHEET

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Project Template Project Plan											
ID	WBS	Task Name	Duration	Start	Finish	Pred	Succ	% Comp	Del	Resources	
24	2.3	Prepare market research summary	1 day	Fri 1/14/00	Fri 1/14/00	14,21	26	0%	Yes	Mktg Analyst	
25	2.4	Id decision make's	1 day	Mon 1/10/00	Mon 1/10/00	12	26	0%	Yes	Product Mgr	
26	2.5	Communicate and review research results	2 days	Mon 1/17/00	Mon 1/18/00	24,25	27	0%	No	Mktg Analyst	
27	2.6	Conduct team evaluation on results	1 day	Wed 1/19/00	Wed 1/19/00	26	28	0%	No	Product Mgr	
28	2.7	Make & document product go/no-go decision	1 day	Thu 1/20/00	Thu 1/20/00	27	29,30	0%	Yes	Product Mgr	
29	2.8	Prioritize project opportunity or notify client of no go decision	1 day	Fri 1/21/00	Fri 1/21/00	28	41,34,35,32,33,4	0%	Yes	Product Mgr	
30	2.9	Review & update project plan	1 day	Fri 1/21/00	Fri 1/21/00	28		0%	Yes	Product Mgr	
31	3	Complete and approve pre-transaction report (PTR)	15 days	Mon 1/24/00	Fri 2/11/00			0%	No	Product Mgr	
32	3.1	Review/update market research summary	1 day	Mon 1/24/00	Mon 1/24/00	29		0%	Yes	Mktg Analyst	
33	3.2	Notify IPMAN of potential sel remove patent process into high priority	1 day	Mon 1/24/00	Mon 1/24/00	29		0%	No	Product Mgr	
34	3.3	Prepare PTE	5 days	Mon 1/24/00	Fri 1/28/00	29	36	0%	Yes	Product Mgr	
35	3.4	ID decision makers	1 day	Mon 1/24/00	Mon 1/24/00	29		0%	Yes	Product Mgr	
36	3.5	Gain client organization approval	4 days	Mon 1/31/00	Thu 2/3/00	34	27	0%	Yes	Product Mgr	
37	3.6	Gain VP Corporate Development approval	3 days	Fri 2/4/00	Tue 2/8/00	36	38	0%	Yes	Product Mgr	
38	3.7	Gain VP CIO approval	3 days	Wed 2/9/00	Fri 2/11/00	37	52	0%	Yes	Product Mgr	
39	4	Develop marketing plan & package	15 days	Mon 1/24/00	Fri 2/11/00			0%	No	Mktg/Sales Rep	
40	4.1	Gather marketing plan details	5 days	Mon 1/24/00	Fri 1/28/00	29	47	0%	No	Mktg/Sales Rep	
41	4.1.1	ID & prioritize target customer(s)/sales partners	5 days	Mon 1/24/00	Fri 1/28/00	18,29		0%	Yes	Mktg/Sales Rep	
42	4.1.2	ID & document customer-specific benefits	5 days	Mon 1/24/00	Fri 1/28/00			0%	Yes	Mktg/Sales Rep	
43	4.1.3	Determine final valuation & price structure	5 days	Mon 1/24/00	Fri 1/28/00			0%	Yes	Mktg Analyst	
44	4.1.4	Develop channel strategy	5 days	Mon 1/24/00	Fri 1/28/00			0%	Yes	Mktg/Sales Rep	
45	4.1.5	Develop IP strategy	5 days	Mon 1/24/00	Fri 1/28/00			0%	No	Mktg/Sales Rep	
46	4.1.6	ID & develop available tech support	5 days	Mon 1/24/00	Fri 1/28/00			0%	No	Mktg/Sales Rep	
Project Template, Draft - Mon 3/27/00											Page 2 of 6

Fig. 192

REPLACEMENT SHEET

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Project Template Project Plan										
ID	WBS	Task Name	Duration	Start	Finish	Pred	Succ	% Comp	Del	Resources
47	4.2	Formalize marketing plan	5 days	Mon 1/3/00	Fri 2/4/00	40	50,49	0%	Yes	Mktg/Sales Rep
48	4.3	Create marketing materials	5 days	Mon 2/7/00	Fri 2/11/00			0%	No	Product Mgr
49	4.3.1	Create/customize sales presentation	5 days	Mon 2/7/00	Fri 2/11/00	47		0%	Yes	Product Mgr
50	4.3.2	Create/customize other marketing materials	5 days	Mon 2/7/00	Fri 2/11/00	47		0%	Yes	Product Mgr
51	5	Sell product	50 days	Mon 2/14/00	Fri 4/21/00			0%	No	Mktg/Sales Rep
52	5.1	Make initial contact with customer(s)/sales partners	3 days	Mon 2/14/00	Wed 2/16/00	38	53	0%	Yes	Mktg/Sales Rep
53	5.2	Obtain NDA from customer/sales partner	5 days	Thur 2/17/00	Wed 2/23/00	52	54	0%	Yes	Mktg/Sales Rep
54	5.3	Coordinate & plan sales meeting	10 days	Thur 2/24/00	Wed 3/8/00	53	55	0%	Yes	Mktg/Sales Rep
55	5.4	Conduct sales meeting	1 day	Thurs 3/9/00	Thu 3/9/00	54	56	0%	No	Mktg/Sales Rep
56	5.5	ID follow-up sales activities	1 day	Fri 3/10/00	Fri 3/10/00	55	57	0%	Yes	Mktg/Sales Rep
57	5.6	Perform follow-up sales activities	5 days	Mon 3/13/00	Fri 3/17/00	56	58	0%	No	Mktg/Sales Rep
58	5.7	Finalize sales decision	10 days	Mon 3/20/00	Fri 3/31/00	57	59,60,62	0%	Yes	Mktg/Sales Rep
59	5.8	Document go/no go sale decision	1 day	Mon 4/3/00	Mon 4/3/00	58		0%	Yes	Mktg/Sales Rep
60	5.9	Review & update project plan	1 day	Mon 4/3/00	Mon 4/3/00	58		0%	Yes	Mktg/Sales Rep
61	5.10	Perform pre-negotiation activities	15 days	Mon 4/3/00	Fri 4/21/00			0%	No	Mktg/Sales Rep
62	5.10.1	Coordinate & plan meeting to discuss deal parameters	10 days	Mon 4/3/00	Fri 4/14/00	58	63	0%	Yes	Mktg/Sales Rep
63	5.10.2	Conduct meeting to discuss deal parameters	1 day	Mon 4/17/00	Mon 4/17/00	62	64	0%	No	Mktg/Sales Rep
64	5.10.3	Prepare term sheet	3 days	Tue 4/18/00	Thu 4/20/00	63	65	0%	Yes	Mktg/Sales Rep
65	5.10.4	Communicate term sheet to Contracts	1 day	Fri 4/21/00	Fri 4/21/00	64	67	0%	No	Mktg/Sales Rep
66	6	Negotiate contract	50 days	Mon 4/24/00	Fri 6/30/00			0%	No	Contract Mgr
67	6.1	Generate draft contract for customer	5 days	Mon 4/24/00	Fri 4/28/00	65	68	0%	Yes	Contract Mgr
68	6.2	Negotiate and finalize contract	45 days	Mon 5/1/00	Fri 6/30/00	67	70,71	0%	Yes	Contract Mgr
69	7	Complete & approve transaction report (TR)	15 days	Mon 7/3/00	Fri 7/21/00			0%	No	Contract Mgr
Project Template, Draft - Mon 3/27/00										Page 3 of 6

Fig. 193

REPLACEMENT SHEET

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Project Template Project Plan											
ID	WBS	Task Name	Duration	Start	Finish	Pred	Succ	% Comp	Del	Resources	
70		Review/update decision makers	1 day	Mon 7/3/00	Mon 7/3/00	68		0%	Yes	Mktg/Sales Rep	
71	7.1	Prepare IR	5 days	Mon 7/3/00	Fri 7/7/00	68	72	0%	Yes	Mktg/Sales Rep	
72	7.2	Obtain IP/MARK legal approval	1 day	Mon 7/10/00	Mon 7/10/00	71	73	0%	Yes	Contract Mgr	
73	7.3	Obtain client organization approval	3 days	Mon 7/11/00	Thu 7/13/00	72	74	0%	Yes	Contract Mgr	
74	7.4	Obtain VP Corporate Development approval	3 days	Fri 7/14/00	Tue 7/18/00	73	75	0%	Yes	Contract Mgr	
75	7.5	Obtain VP CIO approval	3 days	Wed 7/19/00	Fri 7/21/00	74	77	0%	Yes	Contract Mgr	
76	8	Execute contract	3 days	Mon 7/24/00	Fri 8/4/00			0%	No	Contract Mgr	
77	8.1	Obtain customer contract signature	10 days	Mon 7/24/00	Wed 8/2/00	75	78	0%	Yes	Contract Mgr	
78	8.2	Obtain IP/MARK contract signature	8 days	thru 8/3/00	Fri 8/4/00	77	80,83	0%	Yes	Contract Mgr	
79	9	Set up maintenance plan	2 days	Mon 8/7/00	Fri 8/11/00		89	0%	No	Mktg/Sales Rep	
80	9.1	Launch customer management plan	5 days	Mon 8/7/00	Fri 8/11/00	78		0%	No	Mktg/Sales Rep	
81	9.1.1	Implement relationship management process	5 days	Mon 8/7/00	Fri 8/11/00			0%	No	Mktg/Sales Rep	
82	9.1.2	Implement internal follow-up procedures	5 days	Mon 8/7/00	Fri 8/11/00			0%	No	Mktg/Sales Rep	
83	9.2	Launch contract management plan	5 days	Mon 8/7/00	Fri 8/11/00	78		0%	No	Contract Mgr	
84	9.2.1	Implement royalty tracking process	5 days	Mon 8/7/00	Fri 8/11/00			0%	No	Contract Mgr	
85	9.2.2	Implement quality standard management process	5 days	Mon 8/7/00	Fri 8/11/00			0%	No	Contract Mgr	
86	9.2.3	Implement IP policing	5 days	Mon 8/7/00	Fri 8/11/00			0%	No	Contract Mgr	
87	9.2.4	Implement terms management process	5 days	Mon 8/7/00	Fri 8/11/00			0%	No	Contract Mgr	
88	10	Close out project	5 days	Mon 8/14/00	Fri 8/18/00			0%	Yes	Project Lead	
89	10.1	Perform final updates to project plan	1 day	Mon 8/14/00	Mon 8/14/00	79	90	0%	Yes	Project Lead	
90	10.2	Identify lessons learned & perform follow-up activities	2 days	Tue 8/15/00	Wed 8/16/00	89	91	0%	Yes	Project Lead	
91	10.3	Organize & file project plan & documentation	2 days	Thu 8/17/00	Fri 8/18/00	90		0%	Yes	Project Lead	
Project Template, Draft - Mon 3/27/00											Page 4 of 6

Fig. 194

REPLACEMENT SHEET

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Project Template Project Plan	
3	Conduct & document client interview If create interview form, can eliminate tasks 1.2.1 thru 1.2.6
4	Gather product information Must Include product benefits, similar products, etc.
5	ID tech support issues Type of support required? Tech transfer? Support partner? No support?
8	Perform initial assessment of IP Issues Title and rights: 1. Ownership? 2. Protection? 3. Possible infringement?
9	ID client organization decision makers Consider decision makers and needed officer buy-in.
11	Notify IPMAN to begin patent process Potential checklist/form for interview process. If form, change task to "Provide Interview form (name or number) to IPMAN". This notification will trigger IPMAN to review patent status.
12	Make & document prelim go/no-go decision Potential form to doc reasons for go/no-go.
14	Assess competitive environment Potential checklist or standard form for assessing comp. environment. If so, may choose to delete 2.1.1 thru 2.1.7 and change 2.1 task name to something like complete Form XXX, Competitive Environment Assessment.
22	ID & assess IP Issues Expanded investigation of any ownership, protection, potential infringement issues.
24	Prepare market research summary Potential Score Card form. If so, indicate in task field.
25	ID decision makers Verify that all key decision makers are identified
28	Make & document product go/no go decision Potential form to doc reasons for go/no go decision
29	Prioritize project opportunity or notify client of no go decision Create scorecard to prioritize. Create form letter that thanks client and notifies of status of product.
32	Review/update market research summary Potential form, Part 2 of Score Card, more market plan specific info.
34	Prepare PTR No formal client interview but Product Manager will communicate with client regularly while preparing the PTR
35	ID decision makers May require multiple client approvals. If so, add task for additional approve(s) - i.e. business unit and IT approval. If patent license, add task for owner approval.
42	ID & document customer-specific benefits If form a checklist, can eliminate this task. May be considered part of marketing plan.
43	Determine final valuation & price structure If form or checklist, can eliminate this task.
Project Template, Draft - Mon 3/27/00	
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Fig. 195

REPLACEMENT SHEET

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Project Template Project Plan	
51	Sell product At this point, duplicate project plan for each target customer for the specified product.
52	Make initial contact with customer(s)/sales partners Must have signed PTR before initial contact with potential customer
53	Obtain NDA from customer/sales partner Inbound NDA for receiving information and mutual NDA also available on h: drive
55	Conduct sales meeting Including PowerPoint sales presentation
56	ID follow-up sales activities May include demos, site visits to existing customers, brochures, additional presentations, response to meeting questions...OR NOTHING!
58	Finalize sales decision Resource for this task is actually the customer.
63	Conduct meeting to discuss deal parameters Recommend use term sheet for outline of meeting agenda. See link to term sheet on task 5.10.3, Prepare term sheet.
68	Negotiate and finalize contract Could be multiple drafts and result in additional meetings between IPMARK and customer, Includes obtaining all necessary approvals
71	Prepare TR If time & resources permit, Mktg/Sales rep should begin pulling together the TR in parallel with task 6.2, Negotiate & finalize contract.
85	Implement quality standard management process Follow up with new customer/sales partner for samples of products to check for product quality.
88	Close out project Project may potentially end any one of several points within project plan. Must complete close out tasks at where ever project end falls within project plan.
89	Perform final updates to project plan Final updates include any clean-up to project plan, e.g. review/update task durations to accurately represent time spent on project tasks. Final update helpful in accurately tracking project and
90	project plan efficiency to allow for process improvement. Identify lessons learned & perform follow-up activities
91	Follow-up could include analyzing project effectiveness and updating generic plan Organize & file project plan & documentation Final project plan should be part of project documentation. Need to develop checklist for keep/not keep documentation. May want to choose std color file for this so always identifiable. Also consider one color for project in progress and another color for project complete.
Project Template, Draft - Mon 3/27/00	
Page 6 of 6	

Fig. 196

REPLACEMENT SHEET

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Client Interview questionnaire (task 1.2)
(Completion Date: _____)

1. Gather project information
2. ID tech support issues
3. ID potential roadblocks
4. ID potential customers/suppliers
5. Perform initial assessment of IP issues
6. ID client organization decision makers

Fig. 197

REPLACEMENT SHEET

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Assess competitive environment checklist (task 2.1)
(Duration: 4 days - Complete by: _____)

ID similar products	_____
ID existing suppliers	_____
ID potential suppliers	_____
ID potential customer base	_____
Update & expand project benefits	_____
Determine market value/price	_____

Assess Comp Envir.doc

Fig. 198

REPLACEMENT SHEET

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Assess internal marketing issues checklist (task 2.2)
(Addresses internal IP and Tech Support issues)

1. ID & assess IP issues

2. ID & assess tech support issues

Fig. 199

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY OUTMARKETING PRE-TRANSACTION REPORT			
Product/Project Name:			
Entity Requesting:			
Contacts (Entity Name, Phone Numbers, Email):			
Outmarketing Party(s) (Company, Address, State of Incorporation, Contacts, Phone Phone Numbers):			
Intellectual Property Involved: (Patents, Trademarks, Trade Secrets, Software, etc.)			
Background of Deal (How Deal Developed, Summary of Intellectual Property Functionality/Uses, Deal Structure):			
Financial Analysis (Revenue to be Recognized, Cost Savings, etc.):			
Competitive Analysis (Worldwide, Outside US, US only, Outside 9 State Region, etc.):			
Status of Deal (Ready to Sign Up, Need Negotiation Assistance):			
Anticipated Timeline (Initial meeting, Demos, Sign Contract, etc.):			
_____, a _____ Corporation subsidiary, requests _____ IPMARK _____ on its behalf to enter into an intellectual property outmarketing agreement according to the above- described terms.			
Requestor	Entity/Dept.	Title	Date

Fig. 200

REPLACEMENT SHEET

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Marketing Plan checklist (task 4.1)

ID & prioritize target customer(s)/sales partners _____

ID & document customer-specific benefits _____

Determine final valuation & price structure _____

Develop channel strategy _____

Develop IP strategy _____

ID & develop available tech support _____

Formalize marketing plan _____

Fig. 201

REPLACEMENT SHEET

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NONDISCLOSURE AGREEMENT

THIS NONDISCLOSURE AGREEMENT is made by and between [Name of _____ [Entity], a corporation organized under the laws of _____ ("OWNER"), and _____, a corporation organized under the laws of _____ (the "Company"), effective as of _____, 20____. The parties agree as follows:

1. Project Defined. The Company may receive from OWNER information of a non-public nature for use by the Company and its officers, directors, agents, employees and representatives, including financial and legal advisers (collectively "representatives"), in the course of the performance of the Company's services for OWNER in connection with _____

_____ (the "Project").

2. Information Defined. The Company acknowledges that, in the course of its performance of services for or discussions with OWNER in connection with the Project, the Company will receive certain private and proprietary information from or about OWNER or its affiliates, including but not limited to technical, financial or business information and models, names of customers or partners; proposed business deals, reports, plans, market projections, software programs, data or any other private and proprietary information relating to the Project which may include certain trade secrets ("Information"). The term "Information" as used herein also includes: (i) the fact that the Information has been made available to or is being inspected or evaluated by the Company; (ii) the fact that the Company is providing services to OWNER or is otherwise involved in or discussing the Project; and (iii) any information, work papers, analyses, compilations, projections, studies, documents, terms, conditions, correspondence, facts or other materials derived or produced by the Company or its representatives for OWNER in connection with the Project. Any information supplied by OWNER to the Company prior to the execution of this Agreement shall be subject to the same treatment as the information made available after the execution of this Agreement.

3. Exclusions for Definition. The term "Information" as used herein does not include any data or information that: (a) is already known to the Company at the time it is disclosed to the Company; or (b) before being divulged by the Company: (i) has become generally known to the public through no wrongful act of the Company or its representatives; (ii) has been rightfully received by the Company from a third party without restriction on disclosure and without a breach of an obligation of confidentiality

PRIVATE/PROPRIETARY/LOCK

Fig. 202

REPLACEMENT SHEET

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running directly or indirectly to OWNER; (iii) has been approved for release by a written authorization by OWNER; or (iv) is independently developed by the Company without use directly or indirectly, of the information received from OWNER.

4. Nondisclosure Obligation. The Company shall keep the Information confidential and shall not disclose such Information, in whole or in part, to any person other than its Representatives who need to know such Information in connection with the Company's performance of services for OWNER in connection with the Project except with the prior written consent of OWNER or as otherwise permitted hereunder. Such Representatives shall be informed by the Company of the confidential nature of the Information and shall be required by the Company to agree in writing to be bound by this Agreement. The Information shall be used by the Company solely for the purpose of performing services for or otherwise evaluating the Information provided by OWNER in connection with the Project, and shall not be otherwise used for the Company's own benefit or for any purpose detrimental to the interest of _____.

5. Standard or Protection. For the purpose of complying with the obligations set forth herein, the Company shall use efforts commensurate with those that it employs for the protection of corresponding sensitive Information of its own, which shall in any event be no lesser a standard than the type of efforts that would be taken by a reasonable business for the protection of its own highly confidential information and trade secrets.

6. Compliance with Legal Process. In the event that the Company is legally-requested or required (by oral questions, interrogatories, requests for information or documents, subpoena, Civil Investigative Demand or similar process or, in the opinion of counsel for the Company, by federal or state securities or other statutes, regulations or laws) to disclose any Information, the Company shall promptly notify OWNER of such request or requirement prior to disclosure so that OWNER may seek an appropriate protective order and/or waive compliance with the terms of this Agreement.

7. Ownership: Return of Information. All Information (including tangible copies and computerized or electronic versions and summaries thereof) shall remain the property of OWNER. Within ten (10) days following the receipt of a written request from OWNER, the Company shall deliver to OWNER all tangible materials containing or embodying the information received from OWNER, together with a certificate executed by an officer of the Company certifying that all such materials in the Company's possession or control have been delivered to OWNER or destroyed. The Company shall not assert directly or indirectly any right with respect to the information which may impair or be adverse to OWNER's ownership thereof.

PRIVATE/PROPRIETARY/LOCK

Fig. 203

REPLACEMENT SHEET

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8. Remedies for Breach. The Company understands and agrees that money damages would not be a sufficient remedy for any breach of this Agreement and that OWNER shall be entitled to seek injunctive or other equitable relief to remedy or Forestall any such breach or threatened breach. Such remedy shall not be deemed to be the exclusive remedy for any breach of this Agreement, but shall be in addition to all other rights and remedies available at law or in equity.

9. No Representations or Further Obligations. Neither this Agreement nor the disclosure of Information shall constitute or imply any promise or intention to make any purchase or services by OWNER. None of the Information which may be disclosed by OWNER shall constitute any representation, warranty, assurance, guarantee or inducement by OWNER to the Company of any kind, and in particular, with respect to the accuracy or completeness of any Information or the non-infringement of trademarks, patents, copyrights, mask protection rights or any other intellectual property rights, or other rights of third persons. It is understood that this Agreement does not obligate OWNER to enter into any further agreements or to proceed with any possible relationship or other transaction.

10. Term; Termination. This Agreement shall terminate as to the exchange of any new Information three (3) years after the effective date hereof. Either party may terminate the exchange of Information under this Agreement at any time by written notice to the other specifically referencing this Agreement. In any event, however, the obligations of the Company to maintain the confidentiality of the Information it has received under this Agreement shall continue for a period of three (3) years after such termination and then terminate, provided, however, that such obligation shall continue indefinitely as to Information constituting a trade secret under applicable law for so long as such Information remains a trade secret.

11. No Waiver. No failure or delay by OWNER in exercising any right, power or privilege hereunder shall operate as a waiver thereof, nor shall any single or partial exercise thereof preclude any other or further exercise thereof or the exercise of any other right, power or privilege hereunder.

12. Amendment. This Agreement may not be modified, supplemented or amended orally, but only by a writing signed by both parties hereto.

13. Applicability to Associated Parties. Any information disclosed to the Company by any of OWNER's affiliated companies or by any company, person or other entity participating with OWNER in any consortium, partnership, joint venture or

PRIVATE/PROPRIETARY/LOCK

Fig. 204

REPLACEMENT SHEET

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similar business combination in connection with the Project, which would otherwise constitute Information hereunder if disclosed by OWNER shall be deemed to constitute Information under this Agreement, and the rights of OWNER under this Agreement may be enforced by any such affiliate or other entity in addition to with respect to any violation relating to the Information disclosed by such affiliate or other entity, as if such entity were also a party to this Agreement.

14. Governing Law. This Agreement shall be governed by and construed and enforced in accordance with the laws of the State of _____, without regard to its choice of law provisions.

IN WITNESS WHEREOF, the parties have executed and delivered this Nondisclosure Agreement effective as of the date first written above.

OWNER:

Company:

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

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Fig. 205

REPLACEMENT SHEET

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Product Name

License Agreement Term Sheet

Definitions

What is licensed?

Specs of the Software (exhibit)

Definition/description?

Delivery, testing and acceptance

How should this work?

Grant and Scope of License

Exclusive? Non-exclusive? Etc.?

Term and Limitations on Use and reproduction

What can partnership do with it?

Sublicensing and transfer limitations

Pricing Terms

Royalties? Buy? Savings?

Acct and audit rights

As stated in the partnership agmt?

Sales and Property tax liability

Who liable?

Trade secret protection/Confidentiality terms

Need to be strict. In what manner may disclosure be made to vendors, particularly STB mfts?

Fig. 206

REPLACEMENT SHEET

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Title to original software and owner infringement reps
Positive stmt of ownership-will we indemnify the partnership?

Ownership of mods enhancement and additions
Who owns?

Source code inclusion/exclusion and protection
Must source be disclosed to partnership?

Training and documentation req's
Any?

Protection of Trademarks
Partnership must honor OWNER's marks

SW maintenance and technical support obligations

Vendor warranty obligations and scope

Limitation of liability and types of damages

Vendor indemnify and obligations in event of infringement

Dispute resolution provisions

Insurance terms (vendor on site?)

Assignment limitations

Std boilerplate (merger, written agmt, force majeure, etc)

Fig. 207

REPLACEMENT SHEET

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INTELLECTUAL PROPERTY OUTMARKETING TRANSACTION REPORT

INTELLECTUAL PROPERTY INVOLVED:

OUTMARKETING PARTY:

BUSINESS DEAL CONTACTS:

INTELLECTUAL PROPERTY CONTACTS:

ESTIMATED VALUE:

Up Front Savings
Revenues (Years) = _____

I. Executive Summary

II. Background

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Fig. 208

REPLACEMENT SHEET

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III. Deal Structure

IV. Financial Analysis

V. Competitive Analysis

(1) Customers:

(2) Territory:

(3) Standardization:

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Fig. 209

REPLACEMENT SHEET

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VI. Recommendation

	BUSINESS APPROVAL	LEGAL APPROVAL
Signature:	_____	_____
Printed Name:	_____	_____
Title:	_____	_____
Entity:	_____	_____
Date:	_____	_____

REPLACEMENT SHEET

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[illegible]

Fig. 211

REPLACEMENT SHEET

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Opportunity Score Card	
Scoring Date: _____	Scorer Initials: _____
Product/Project Name _____	
Business Unit _____	
Business Unit Primary Contact:	IPMARK Primary Contact:
Name _____	Name _____
Phone _____	Phone _____

Score Card Key Factors	Scoring & Explanation
1. MARKET POTENTIAL -Product viability (i.e. unique product, benefits, support/maintenance?) -Potential customers? -Few competitive products/suppliers? -Large market, low market saturation? <div style="display: flex; justify-content: space-between;"> High Low </div> <div style="display: flex; justify-content: space-between;"> Potential Potential </div> <div style="display: flex; justify-content: space-between;"> 10987654321 </div>	<div style="border: 1px solid black; padding: 5px; text-align: center;">Market Potential Rating:</div>
2. PROJECT TIMEFRAME -Product developed & ready to market? -Ownership? Patent status? -Identified interested parties? -Deal simple or complex? -Anticipated time to sell/close/recognize\$? <div style="display: flex; justify-content: space-between;"> Today 6 12 18+ </div> <div style="display: flex; justify-content: space-between;"> 10987654321 </div>	<div style="border: 1px solid black; padding: 5px; text-align: center;">Project Timeframe Rating:</div>
3. PROJECTED REVENUE POTENTIAL -Anticipated total revenue from project? (if no strong customers, use 1X value) <div style="display: flex; justify-content: space-between;"> Over Under </div> <div style="display: flex; justify-content: space-between;"> 5M—4M—1M—100K </div> <div style="display: flex; justify-content: space-between;"> 10987654321 </div>	<div style="border: 1px solid black; padding: 5px; text-align: center;">Revenue Potential Rating:</div>
4. COMPETITIVE THREAT TO BELL SOUTH -Sale give customer competitive advantage over BellSouth? <div style="display: flex; justify-content: space-between;"> No High </div> <div style="display: flex; justify-content: space-between;"> Threat Threat </div> <div style="display: flex; justify-content: space-between;"> 10987654321 </div>	<div style="border: 1px solid black; padding: 5px; text-align: center;">Competitive Threat Rating:</div>
5. INTANGIBLE VALUE -Set stage for future big # deals? -Build/foster relationship w/existing/future customer? -Officer request/interest? -Public relations opportunity? <div style="display: flex; justify-content: space-between;"> High Low </div> <div style="display: flex; justify-content: space-between;"> Profile Profile </div> <div style="display: flex; justify-content: space-between;"> 10987654321 </div>	<div style="border: 1px solid black; padding: 5px; text-align: center;">Intangible Threat Rating:</div>
TOTAL SCORE:	

Fig. 212

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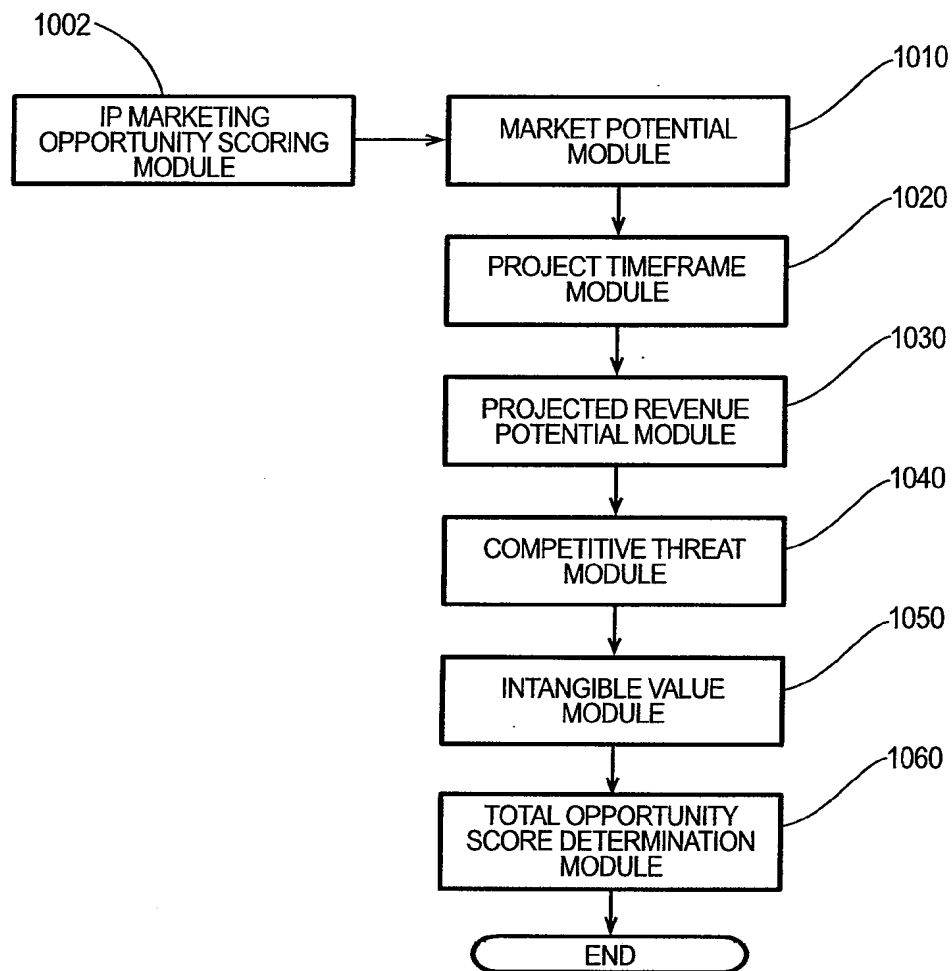
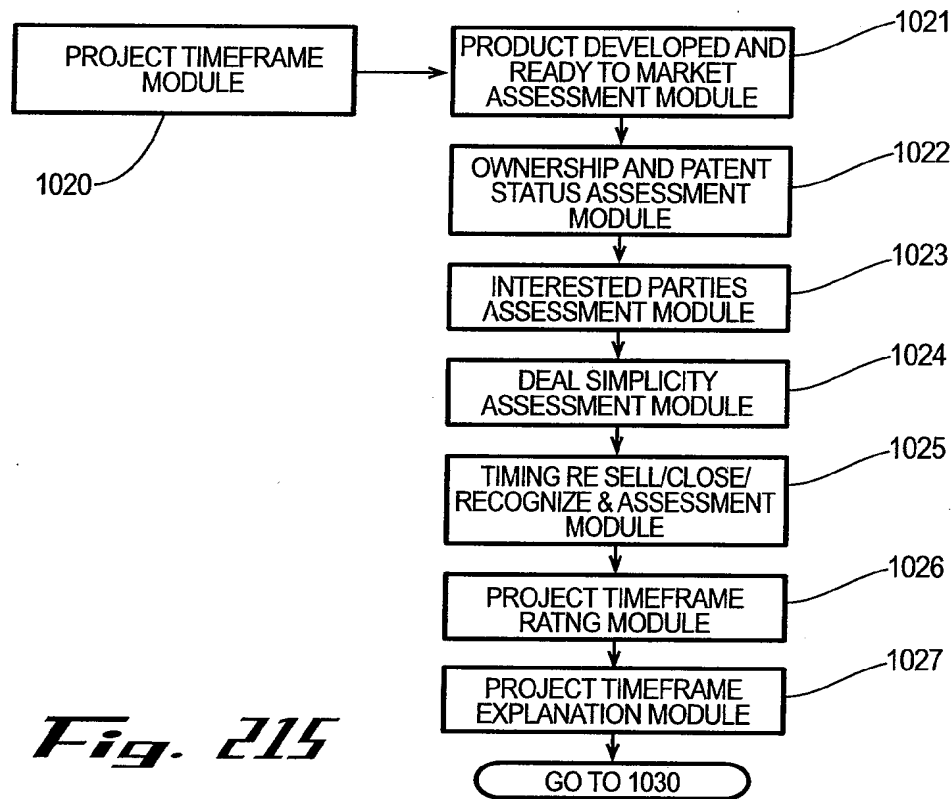
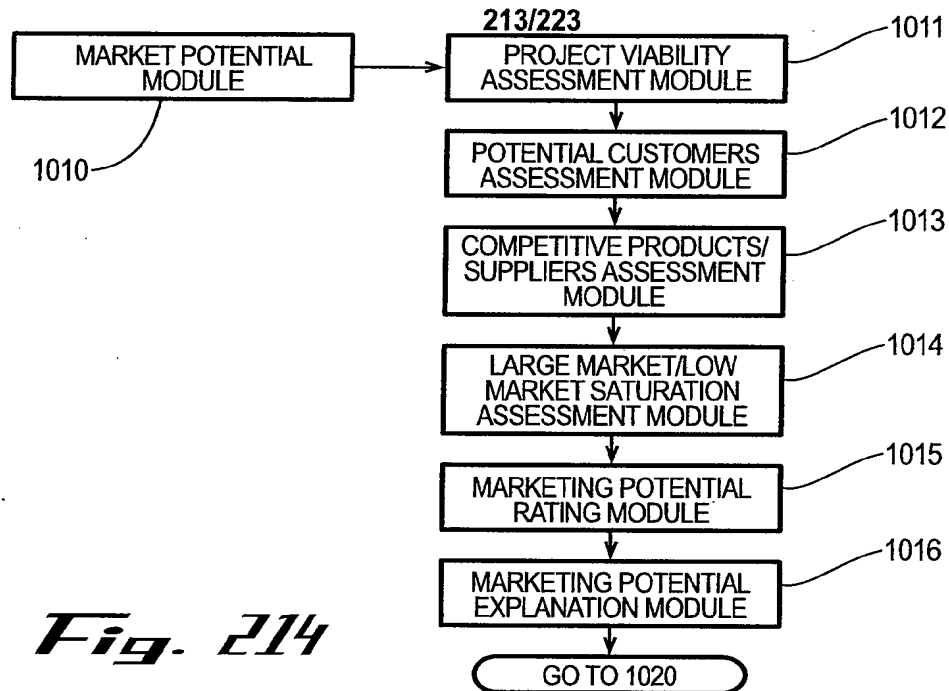


Fig. 213

REPLACEMENT SHEET



REPLACEMENT SHEET

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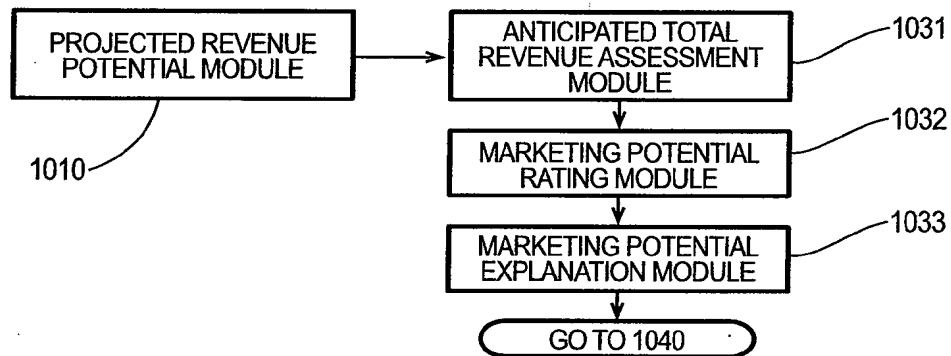


Fig. 216

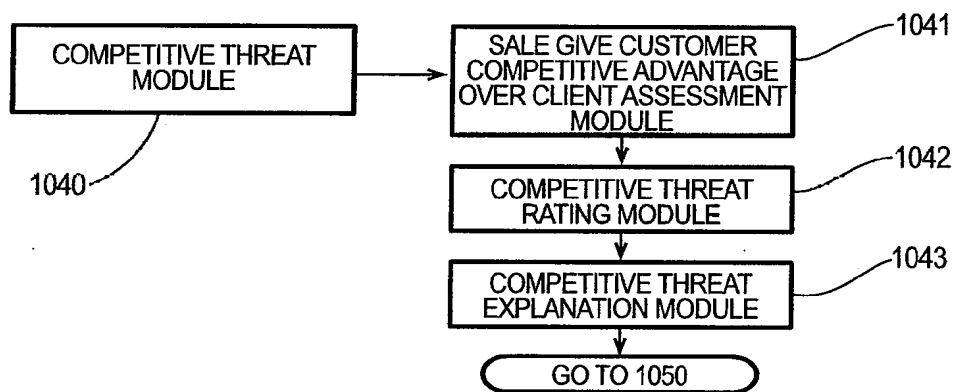


Fig. 217

REPLACEMENT SHEET

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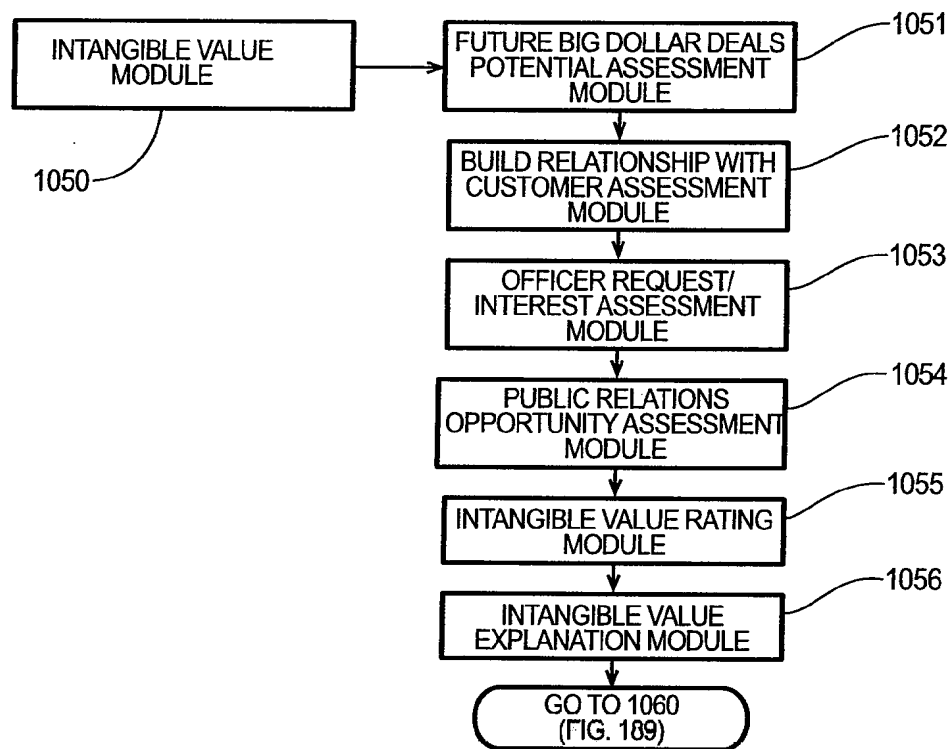


Fig. 218

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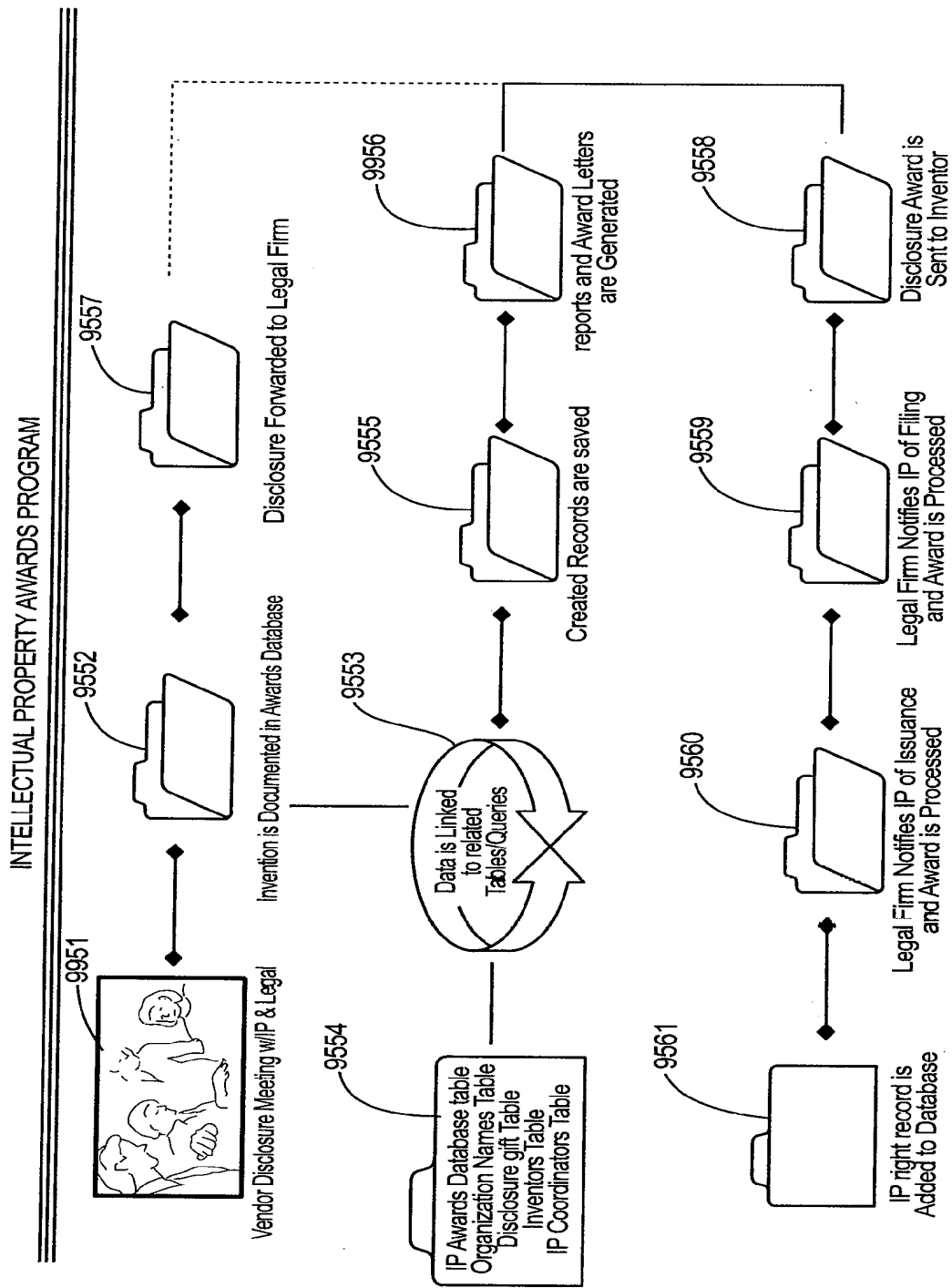


Fig. 219

REPLACEMENT SHEET

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Company Intellectual Property 10 Step Checklist

✓ Patents

- Work produced by Company employees or with Company resources has been assessed for patentability if, at least one of the following occurred:
 - ⇒ Development of a new product, feature, process or software that seems unique
 - ⇒ Improvements to existing technology, product, process, or software
 - ⇒ Results that cut cuss and/or improve efficiency
 - ⇒ Creation of a new business method

It is critical that employees bring their inventions to the attention of the Director of Technology (404 xxx-xxxx or the Technology Asset Manager (404) xxx-xxxx as soon as possible, and especially before any public disclosure of the invention!

✓ Trademarks

- The Company mark and subbrands have been used in accordance with the company's graphics standards to ensure that the significant value of the mark is not diluted.
- All subbrands have been cleared by the Director of Trademarks.
- All third party (such as agents, distributors, co-brand parties, and sponsored parties) use of Company's trademarks have been authorized in writing using language approved by Company Intellectual Property Marketing Corp.

Any questions regarding Graphics and Sponsorships should be brought to the attention of the Director of Corporate Identity (404) xxx-xxxx and other Trademark questions should be directed to the Director of Trademarks (4040 xxx-xxxx.

✓ Copyrights

- Every Company work product created by an employee or by a vendor under a "work made for hire" contact have been properly marked with a copyright notice.

It is not necessary to register the copyright in order to place the copyright notice on the work.

Any questions regarding Copyrights should be brought to the attention of the Director of administration (404) xxx-xxxx.

✓ Proprietary Information

- All proprietary information has been physically marked by its originator at the bottom center margin using the approved markings.
- All proprietary information has been securely stored and properly disposed.
- An NDA or IEA has been executed due to the necessity of sharing Company proprietary information in order to discuss or negotiate a potential business relationship, and:
 - ⇒ only the minimum amount of proprietary information necessary to facilitate our business purposes has been shared or received; and
 - ⇒ any necessary patent applications have been filed prior to such disclosures.

Any questions regarding proprietary information should be brought to the attention of the Director of Administration (404) xxx-xxxx.

✓ Ownership

- Before any development work to be done by an outside vendor (such as software, training courses or advertising) is begun, a specific written contract has been executed ensuring that Company will be the owner of the intellectual property rights in the developed technology, or work of authorship. (see Executive Directive 12).

Any questions regarding Ownership should be brought to the attention of the Vice President of Company Intellectual Property Management Corporation (404) xxx-xxxx.

✓ Marketing

Company's policy is to maximize the value from its intellectual property.

- Opportunities to outmarket Company technology, software, systems, processes or other intellectual property to another company have been identified.

Any marketing opportunities should be brought to the attention of the Vice President of Company Intellectual Property Marketing Corporation (404) xxx-xxxx.

Fig. 220

REPLACEMENT SHEET

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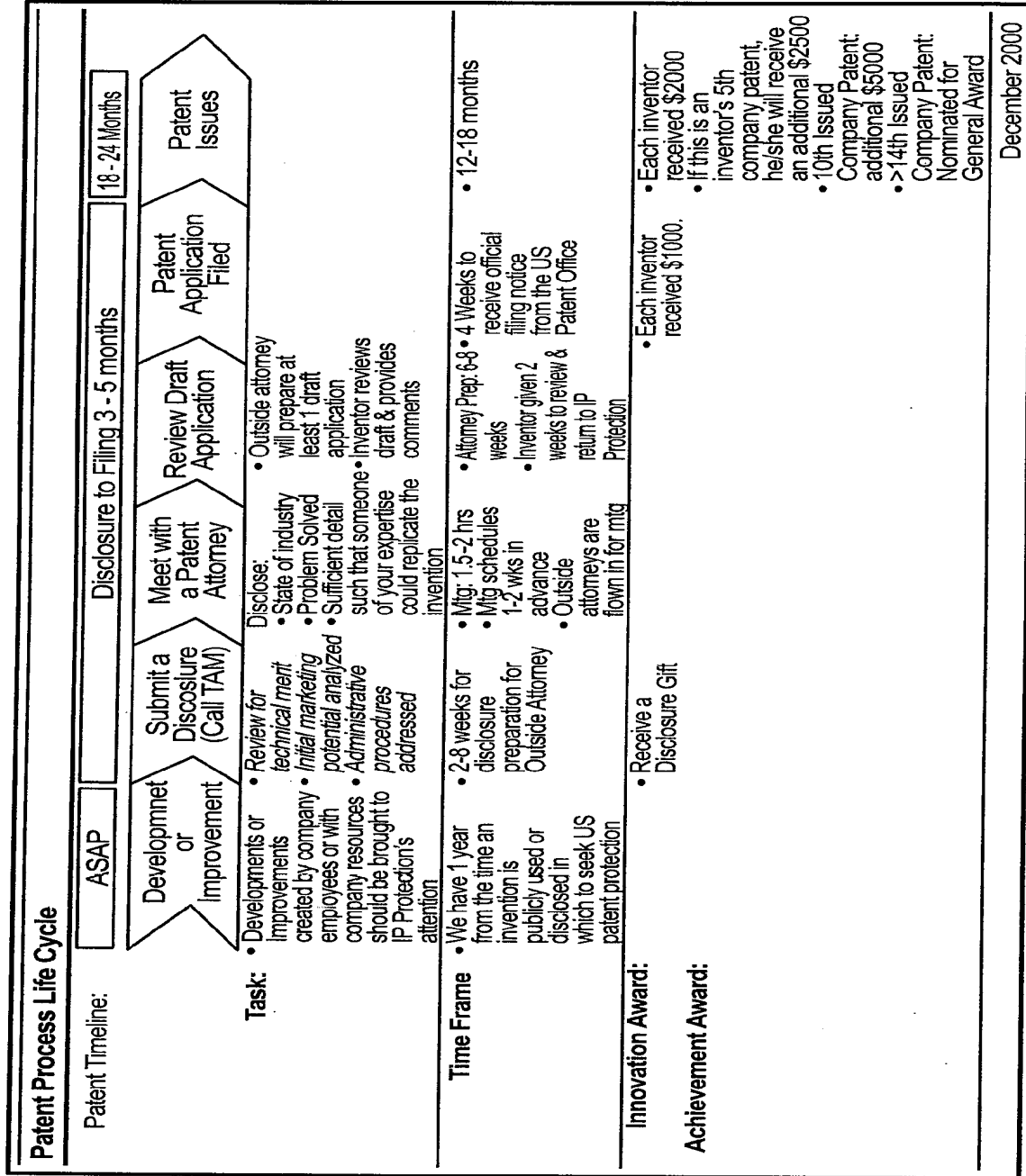


Fig. 221

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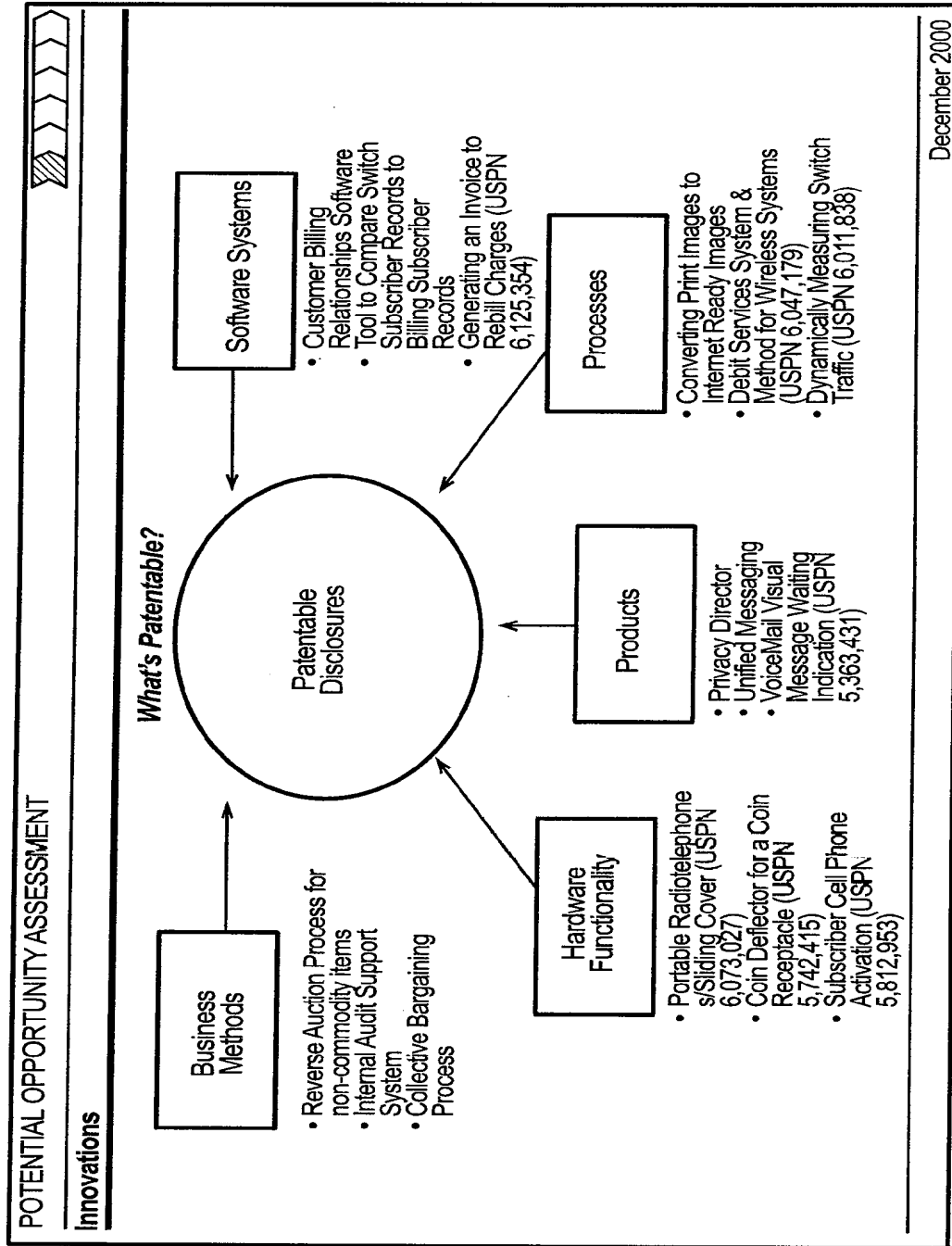


Fig. 222

REPLACEMENT SHEET

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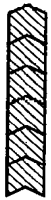

Internal Auditor	
Inventor	IP Ambassador
<ul style="list-style-type: none">• Identify innovations within your organization:<ul style="list-style-type: none">- Developed or improved a process or service?- Created a method of doing business?- Improved efficiency or cut costs?• Innovation:<ul style="list-style-type: none">- Developments or improvements by you, the employee or- Developments or improvements created with resources	<ul style="list-style-type: none">• Raising Awareness of Intellectual Property:<ul style="list-style-type: none">- Assist in the education of employees- Identify intellectual property risks to business objectives- Identify intellectual property controls to those risks- Where appropriate, suggest IP inclusion to organizations modifying their business process.
	
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Fig. 223

REPLACEMENT SHEET

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Internal Audit & the Checklist					
Sample Business Process					
Business Objectives	Transition Product to Trial Testing	Integrate Product w/ Current Service Offerings	Product to Market by Goal	Product Savings	Decrease employee turnover ratio
Potential Risks	<ul style="list-style-type: none"> • Delay in contract negotiations 	<ul style="list-style-type: none"> • Vendor's architecture incompatible • Contract Disputes 	<ul style="list-style-type: none"> • Project delayed by missed deadlines • Unable to market product as intended due to Trademark Issues 	<ul style="list-style-type: none"> • Increased developmental costs • Product released to <50% of Market in 2001 • Costly Overhead 	<ul style="list-style-type: none"> • Employee Incentive Programs too costly • Access to Senior Mgt too bureaucratic • Limited Budget for Salary Increases
Controls	<ul style="list-style-type: none"> • Seek Patent Protection early • Ensure proprietary info properly marked 	<ul style="list-style-type: none"> • Ensure Ownership • Seek Patent Protection • Ensure Proprietary Markings 	<ul style="list-style-type: none"> • Contact Trademark & Corporate Identity Directors early in Process 	<ul style="list-style-type: none"> • Identify outmarket opportunities 	<ul style="list-style-type: none"> • Encourage innovation through the Innovation Awards Program
<p>As an internal auditor, you can help educate the organization on the importance of intellectual property.</p>					
					December 2000

Fig. 224

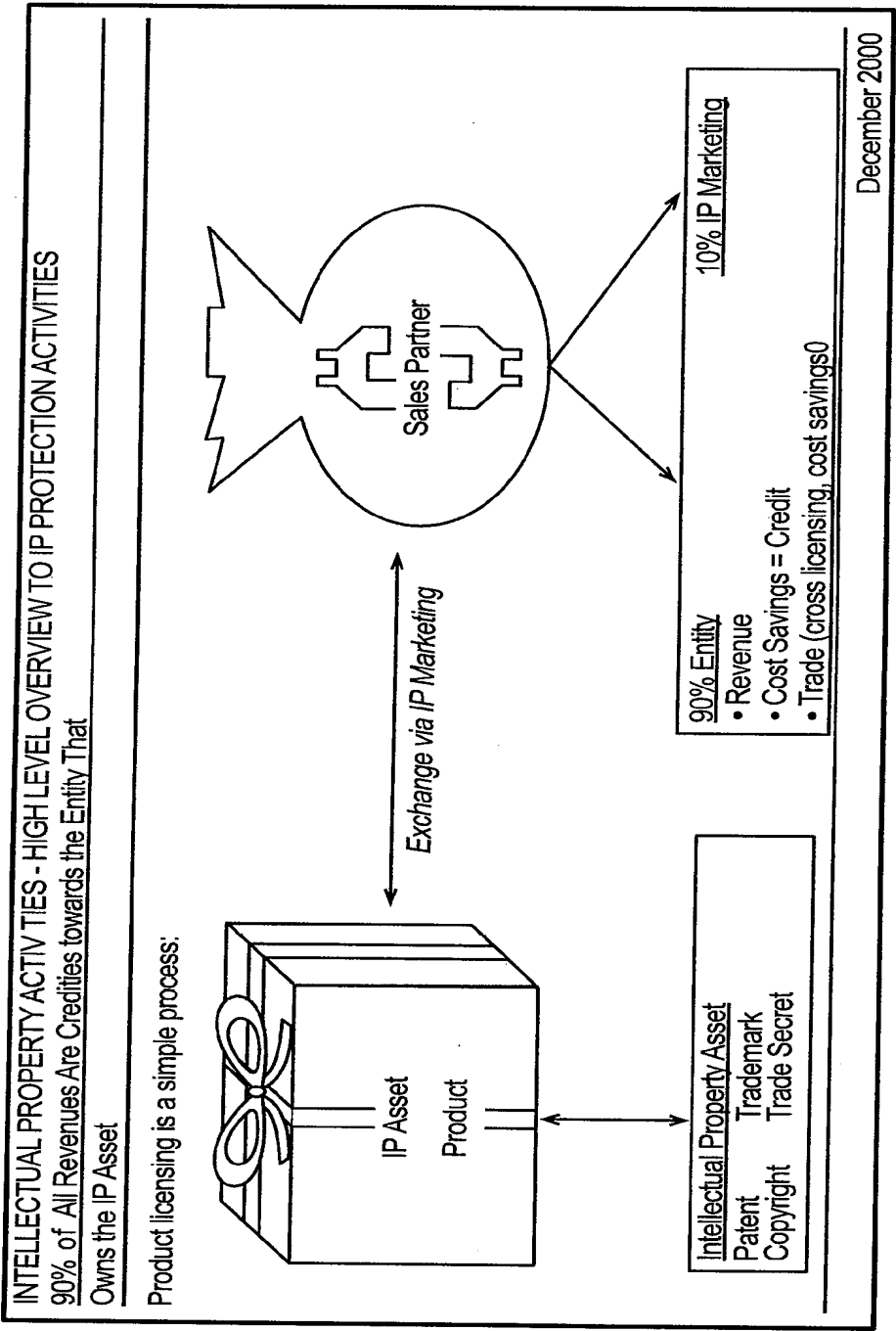


Fig. 225

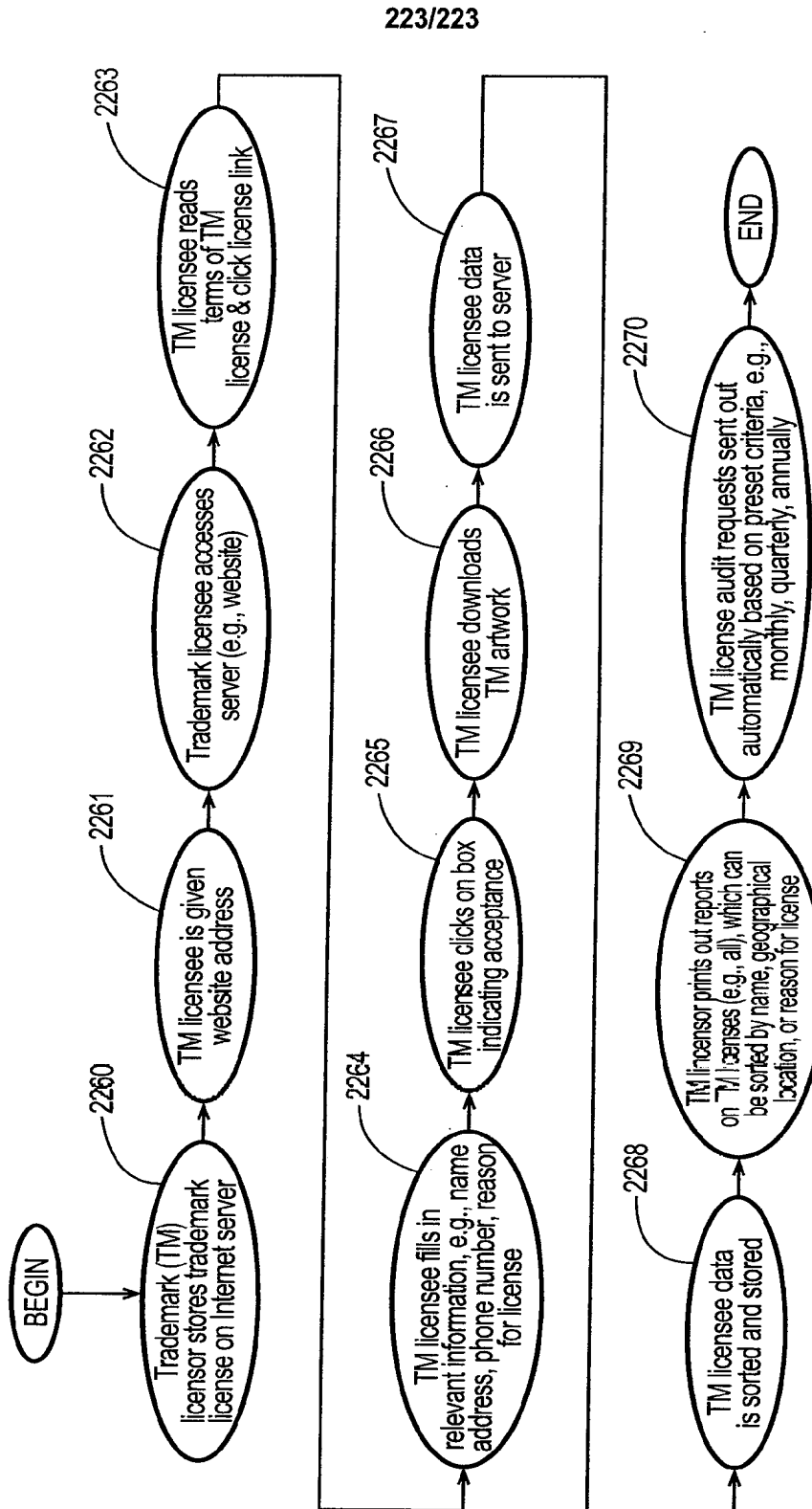


Fig. 226